

FIG. 1A

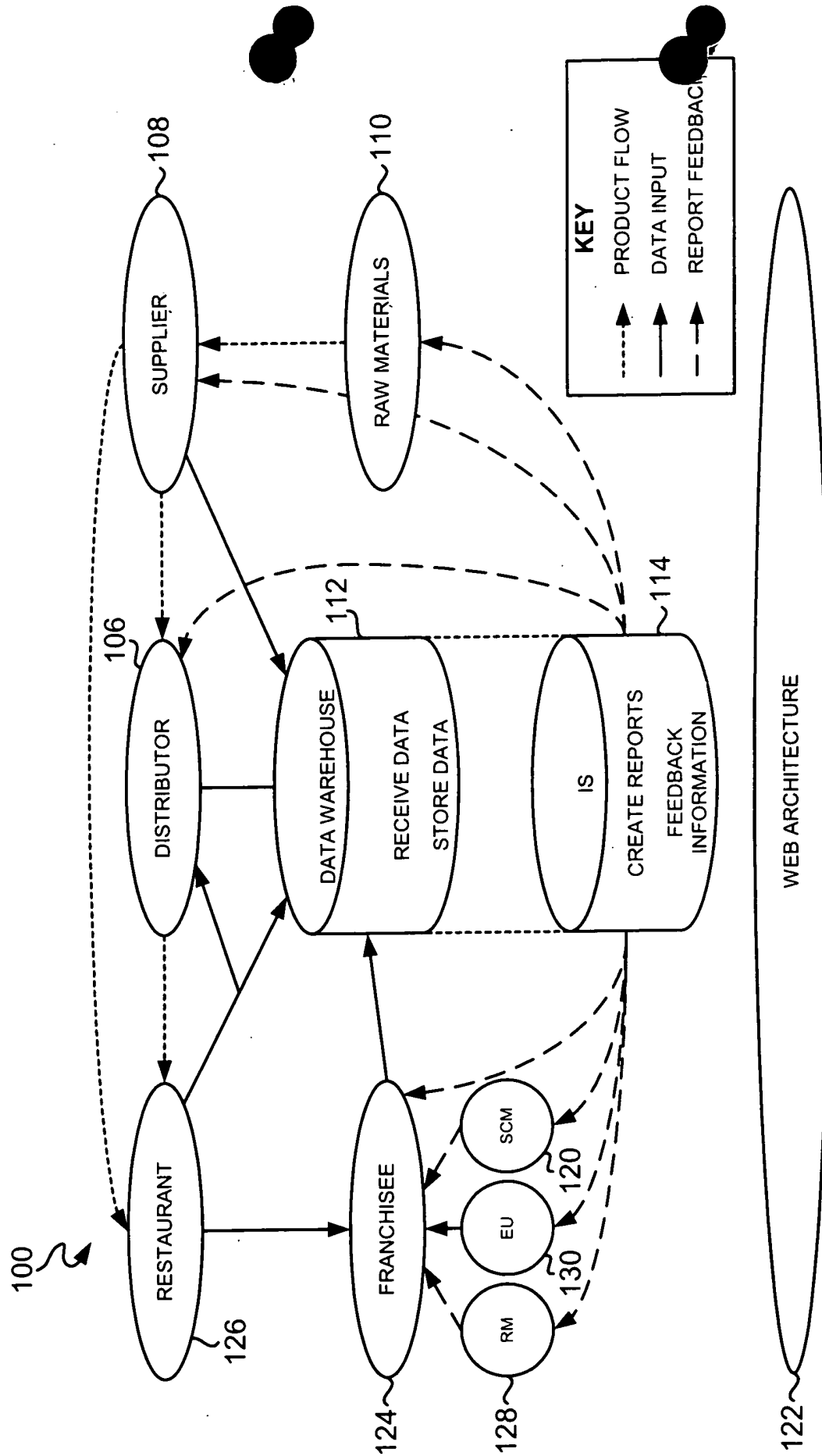


FIG. 1B

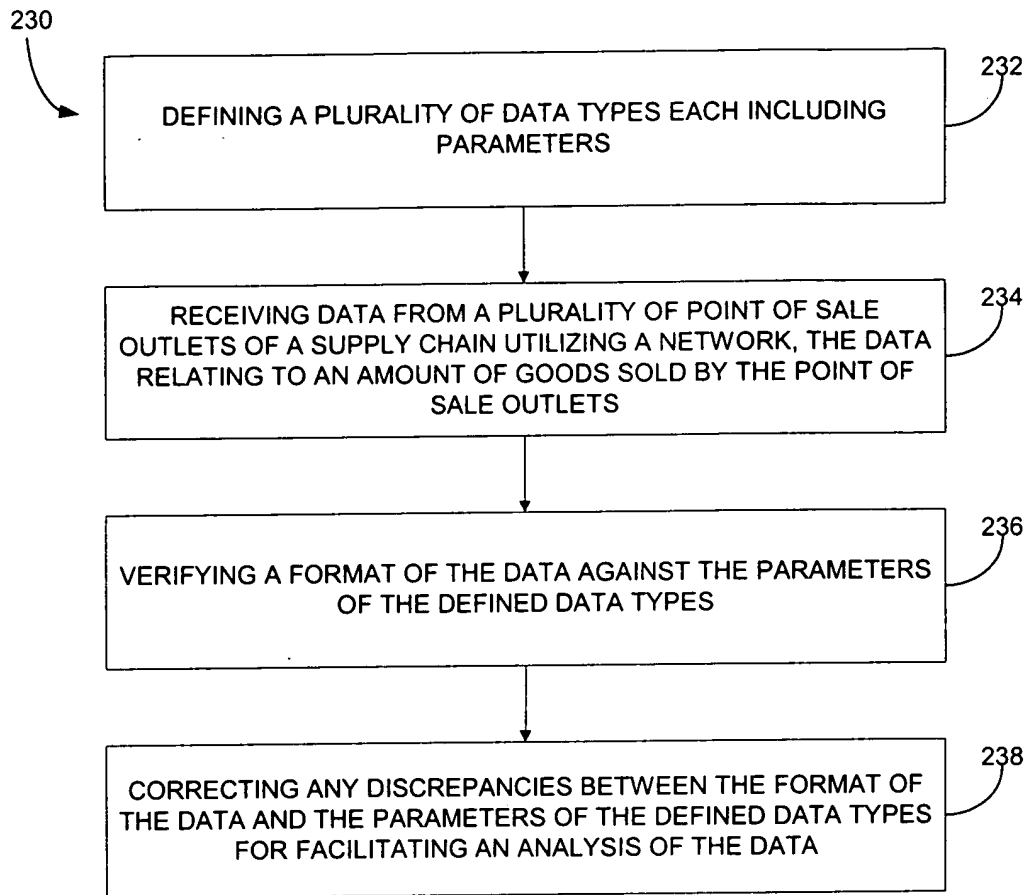


FIG. 2

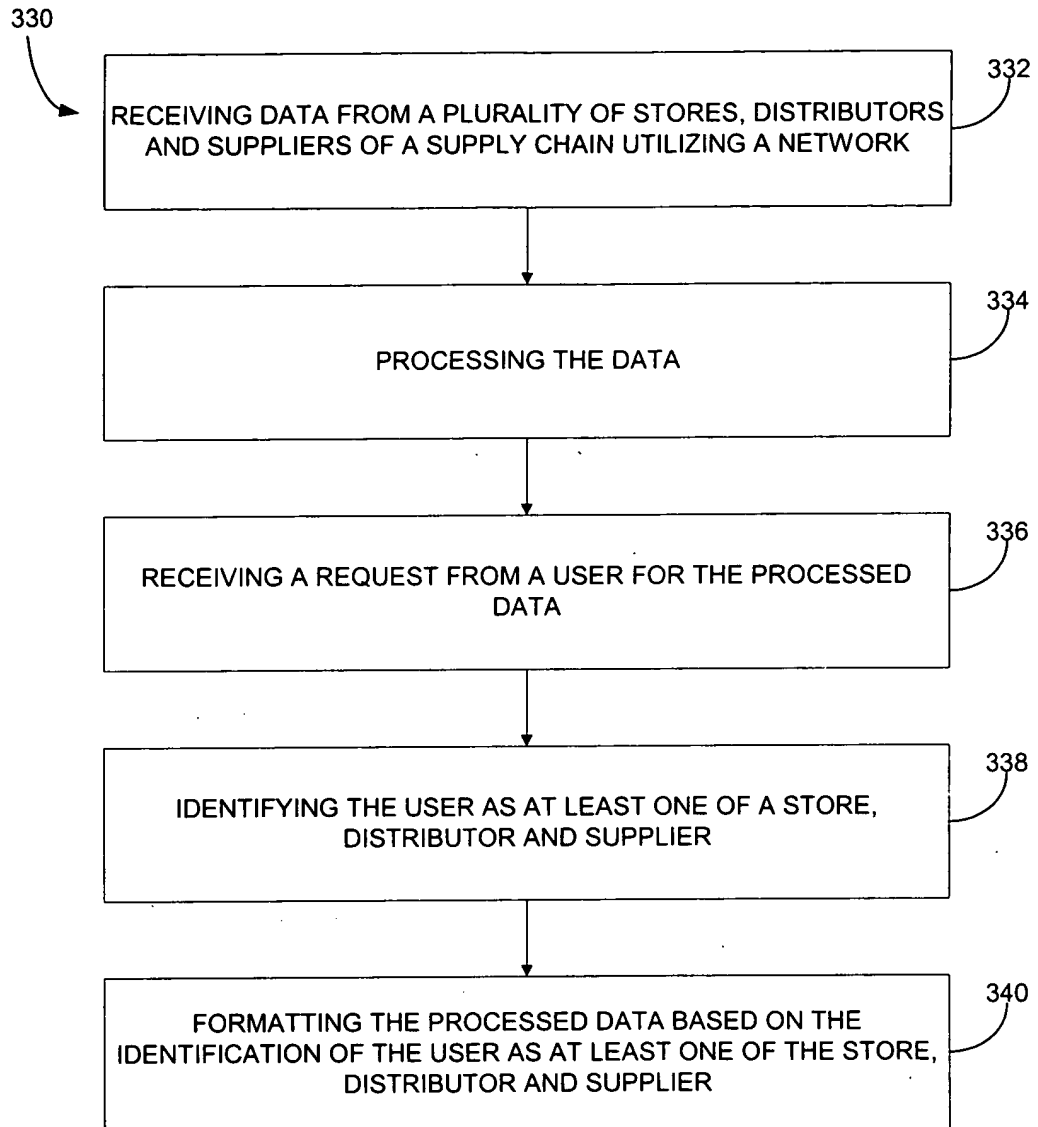


FIG. 3

FIG. 4

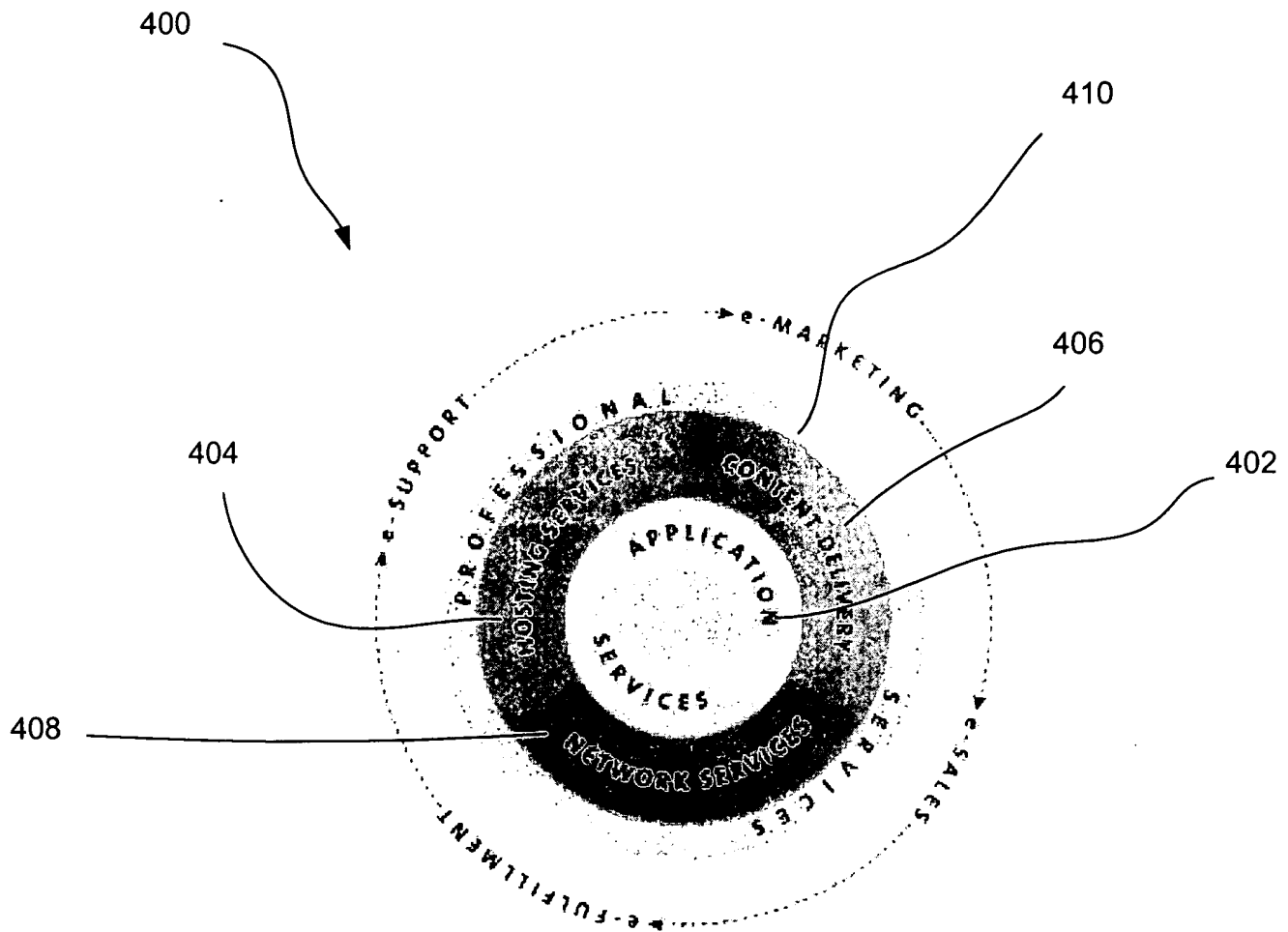


Fig. 4

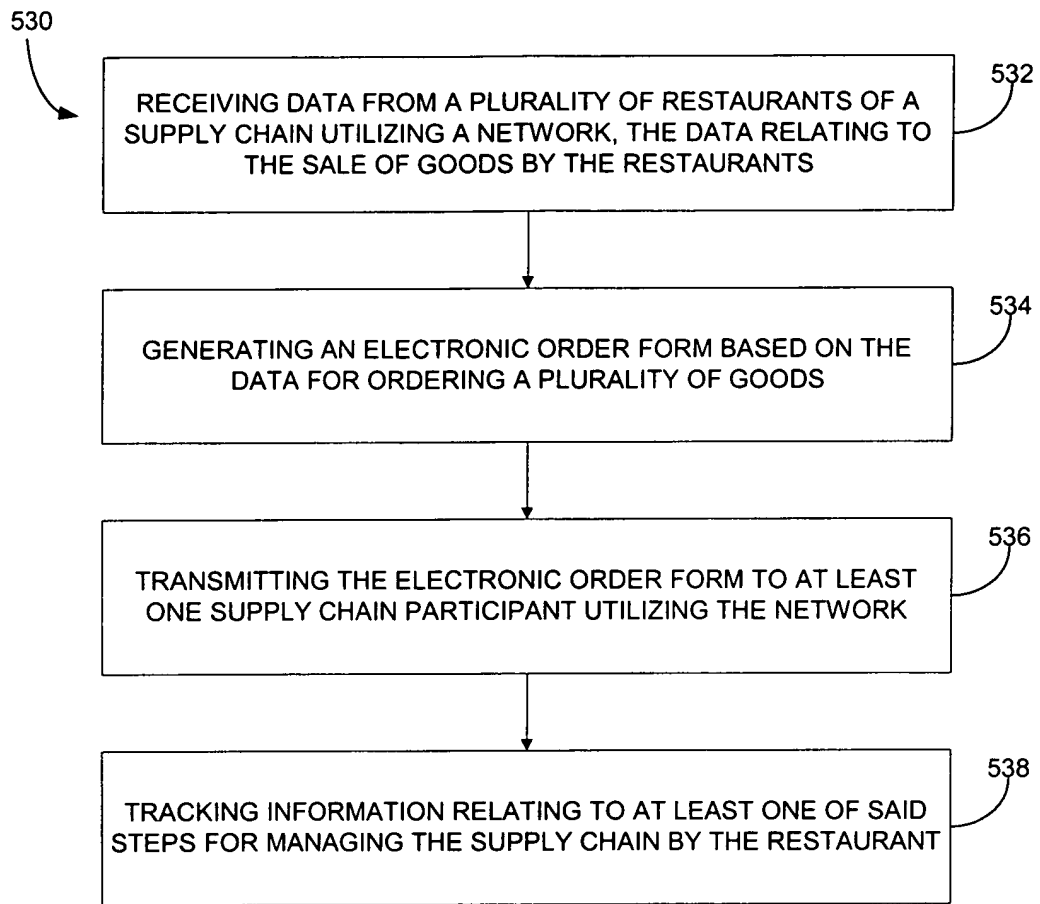


FIG. 5

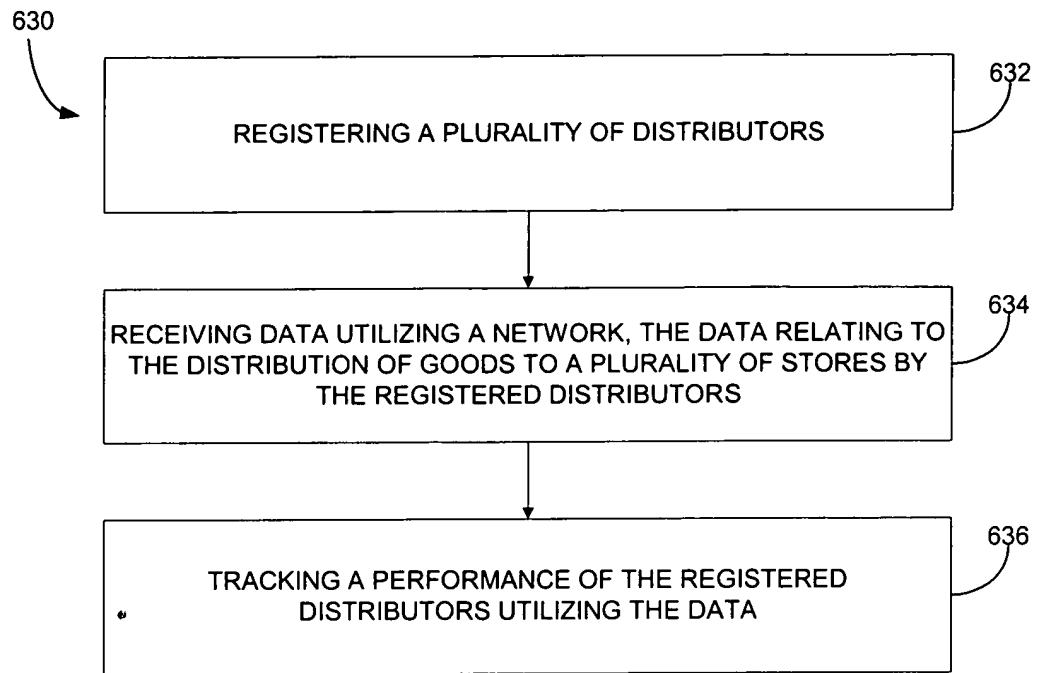


FIG. 6

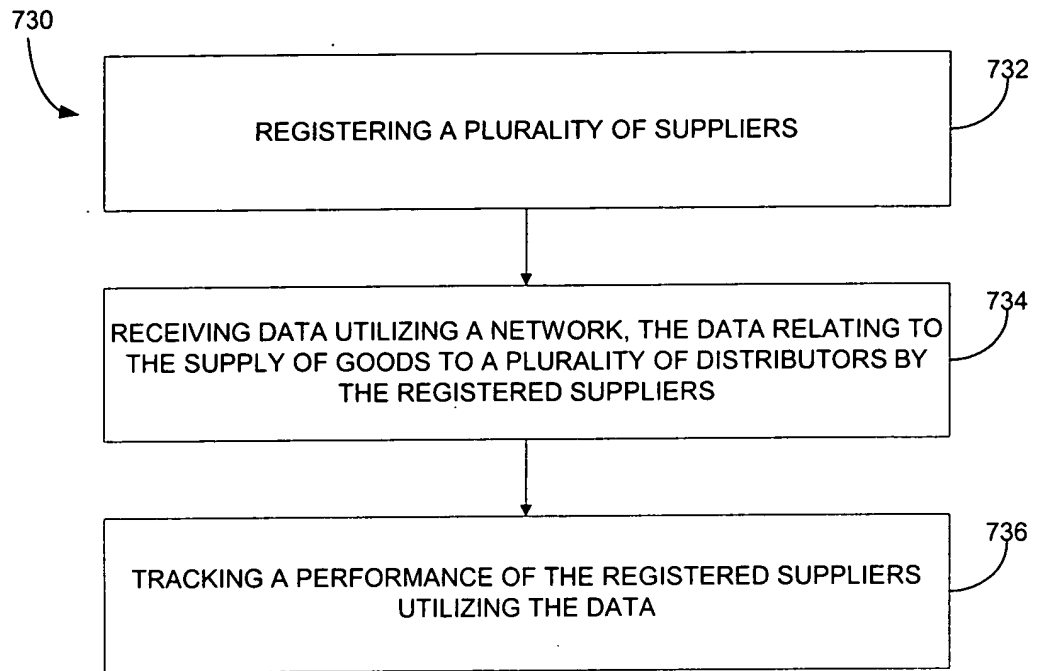


FIG. 7

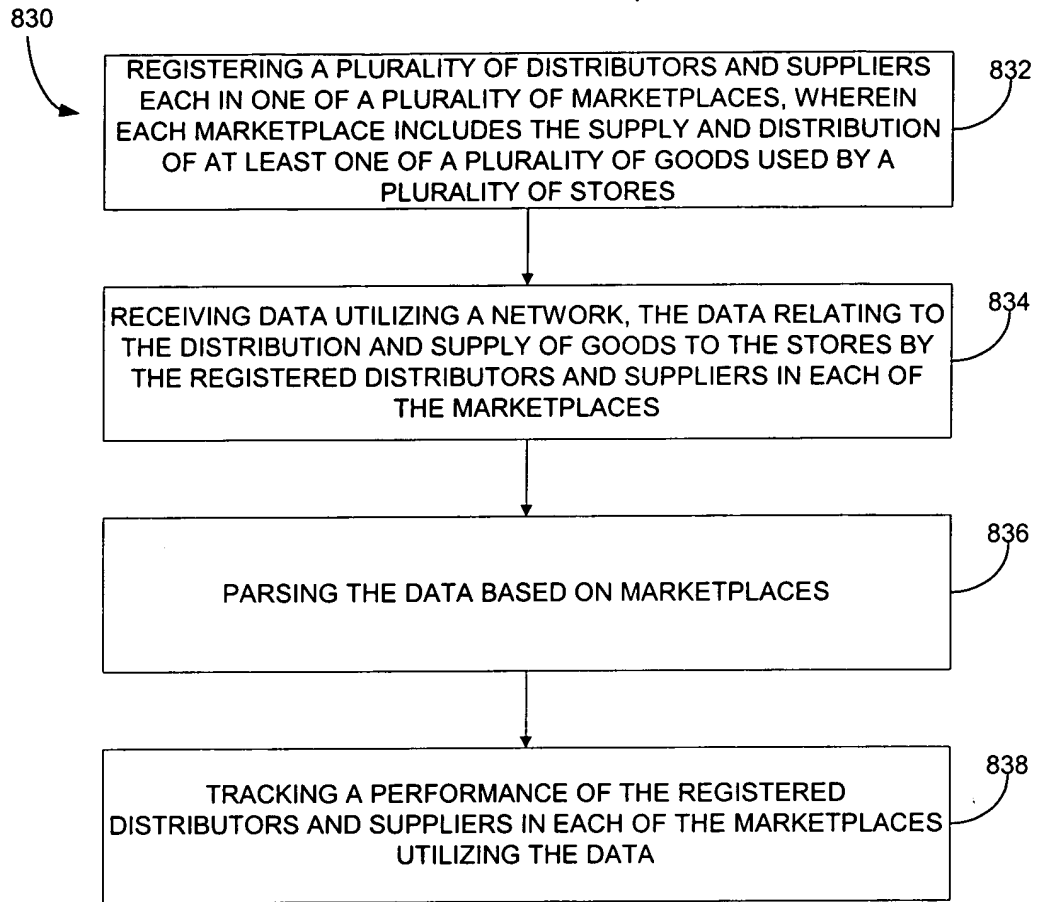


FIG. 8

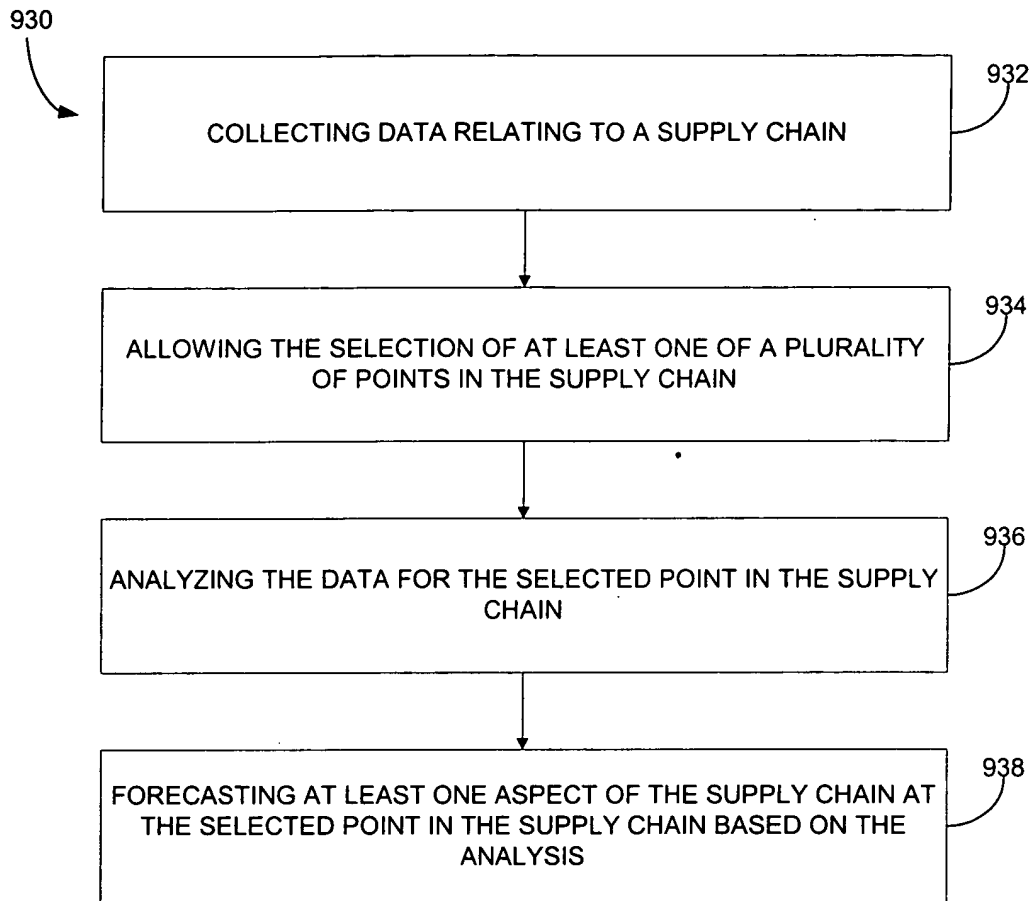


FIG. 9

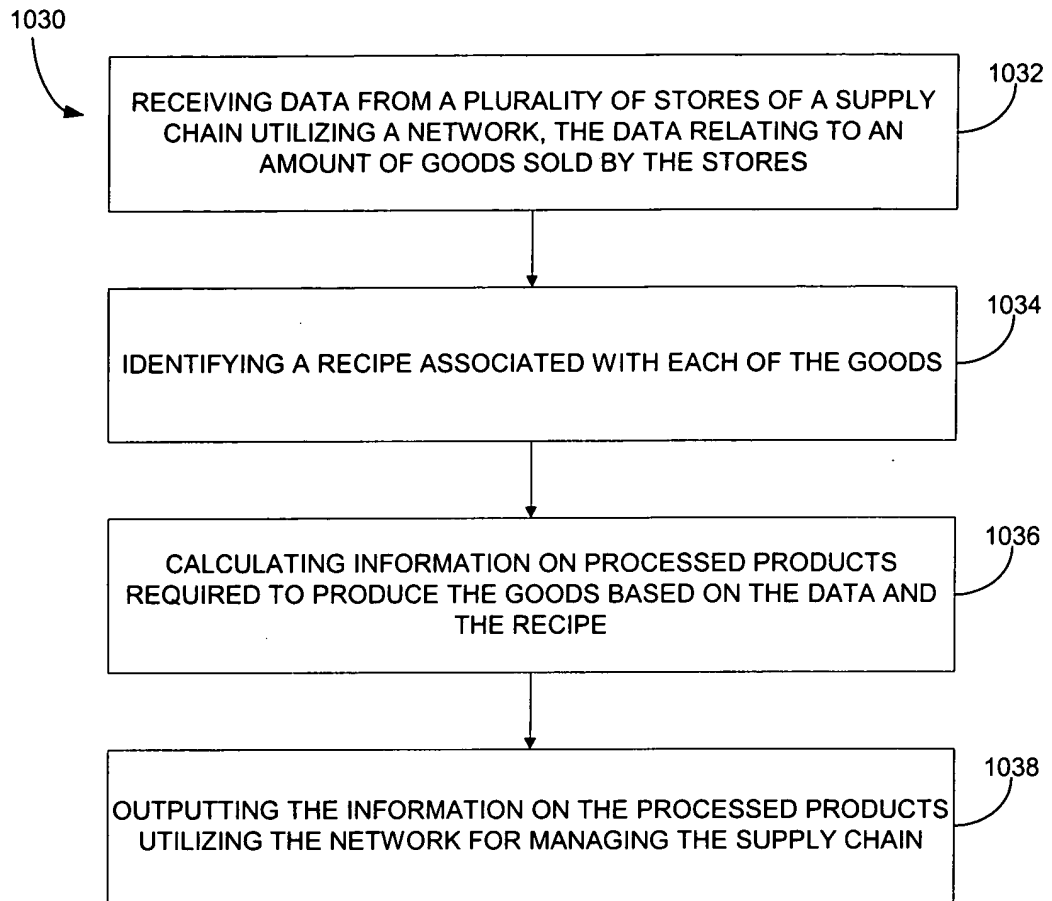


FIG. 10

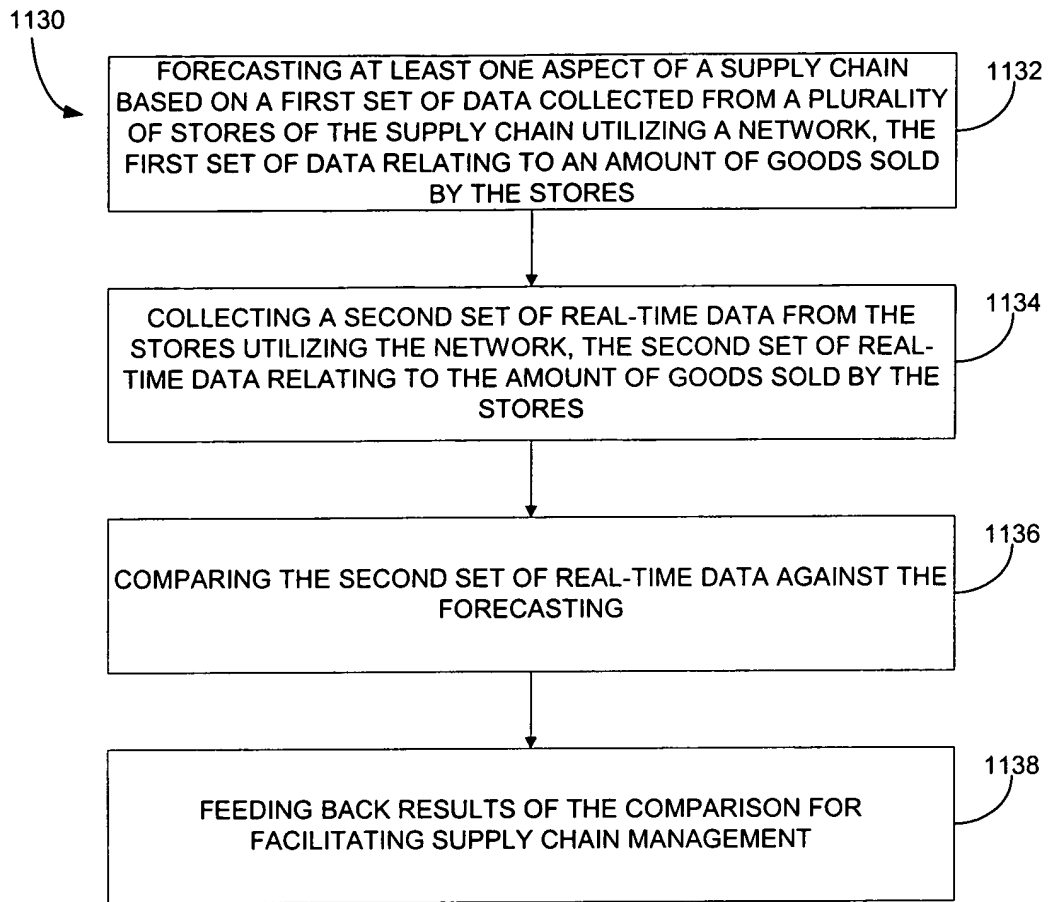


FIG. 11

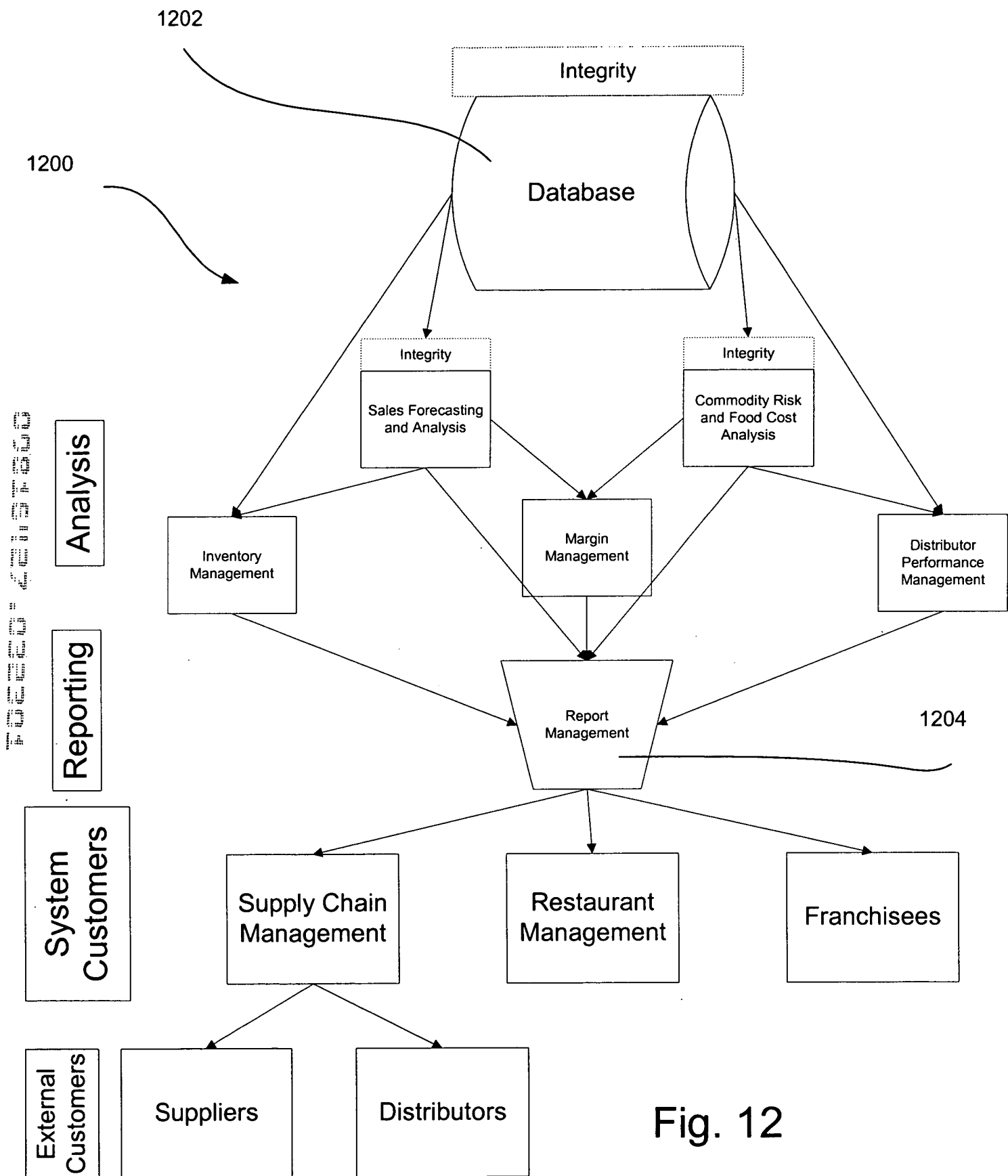


Fig. 12

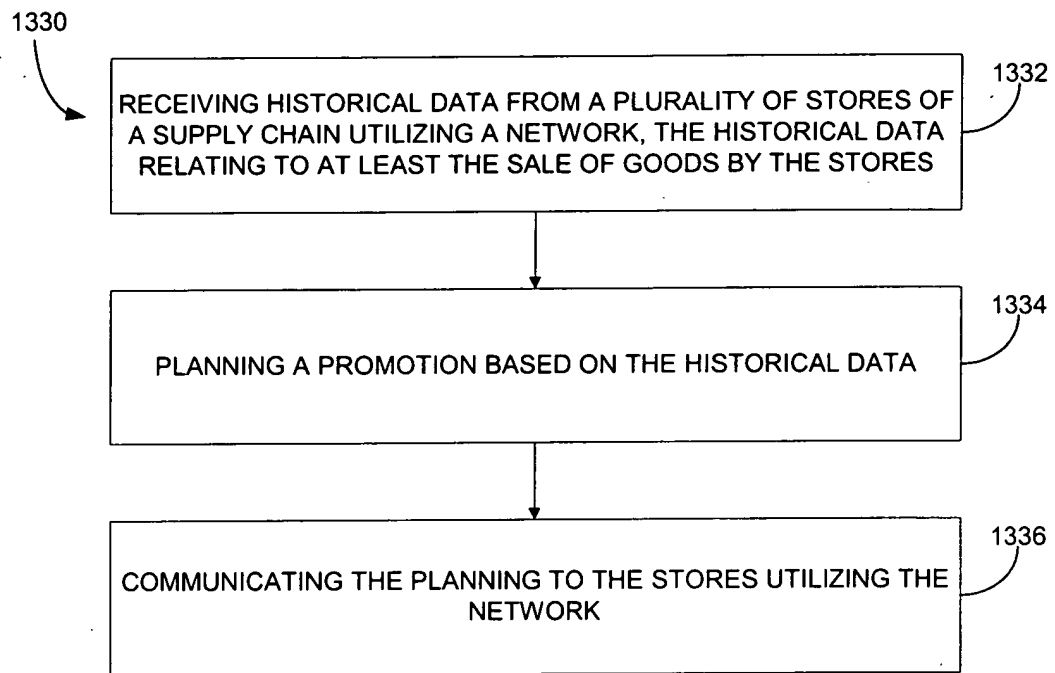


FIG. 13

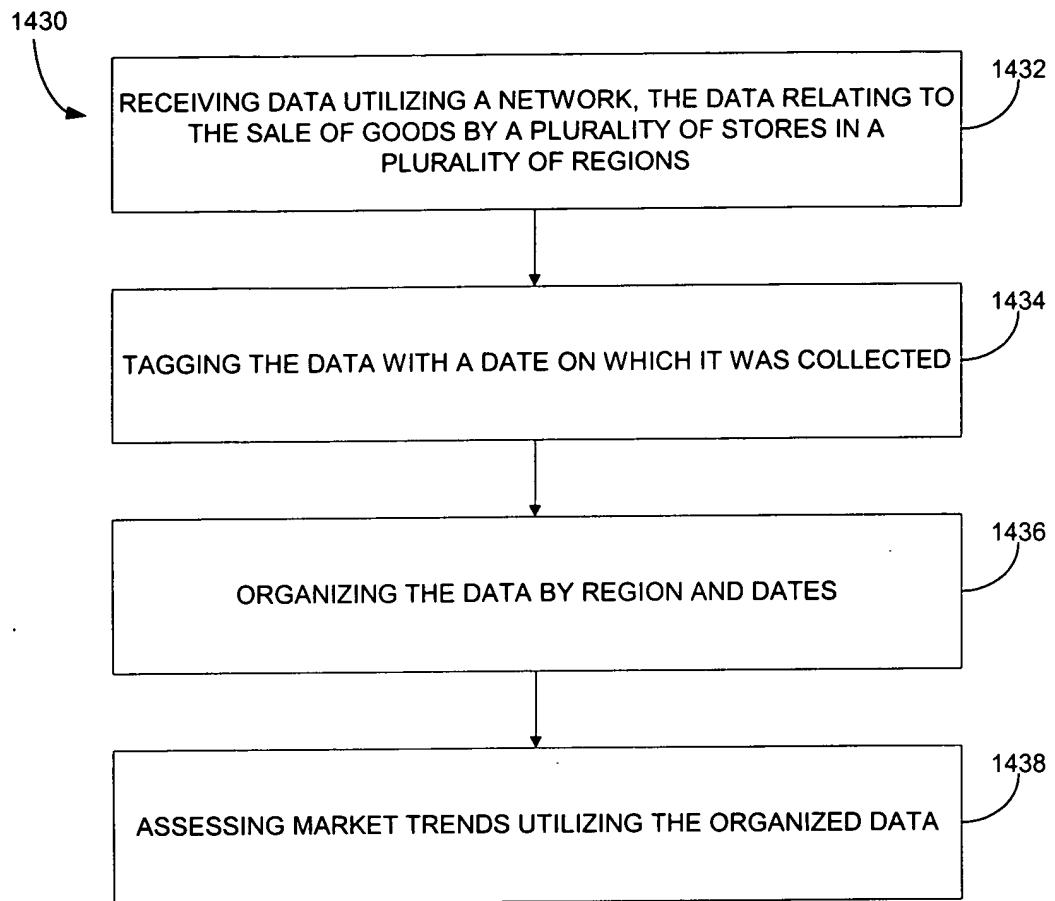


FIG. 14

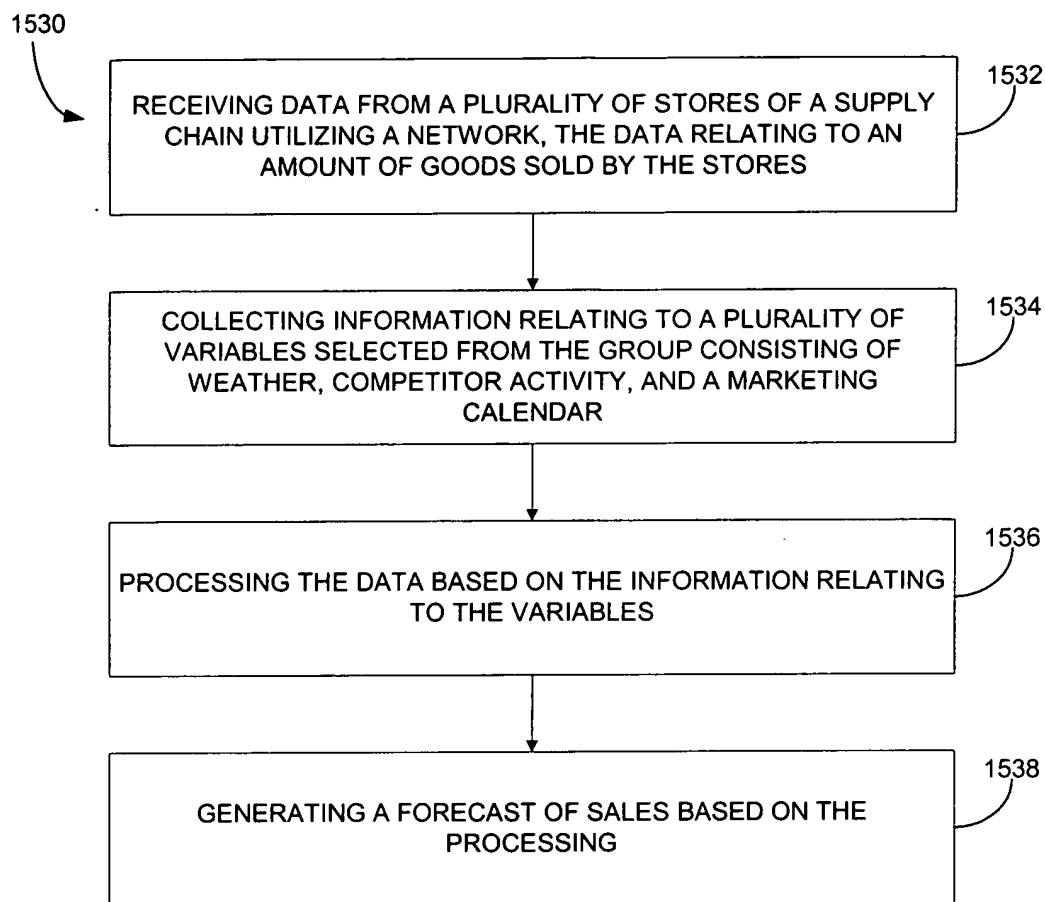


FIG. 15

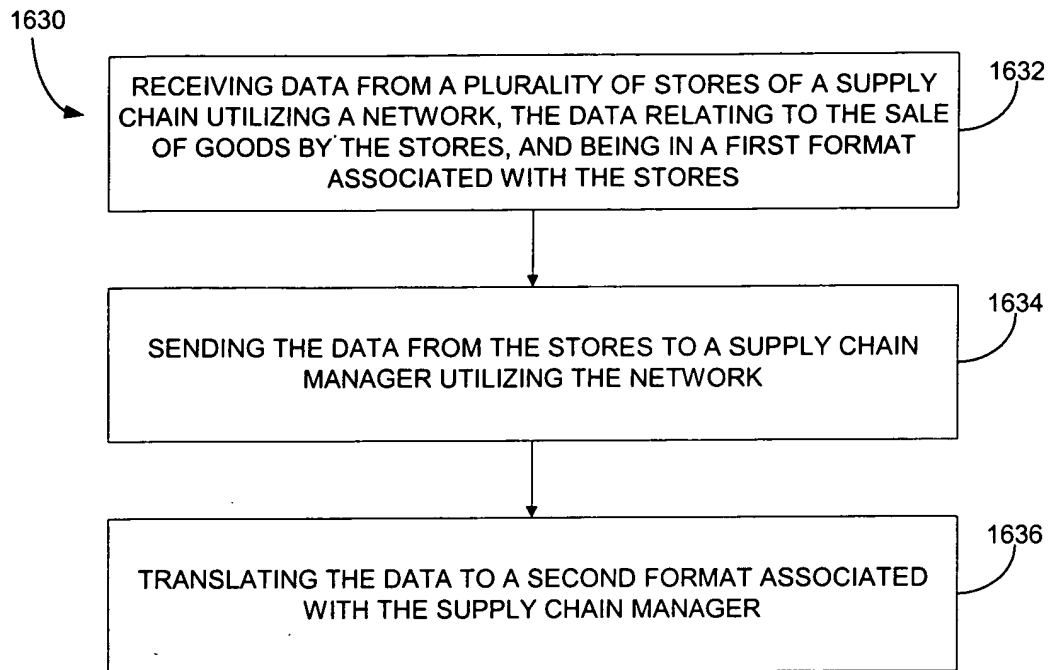


FIG. 16

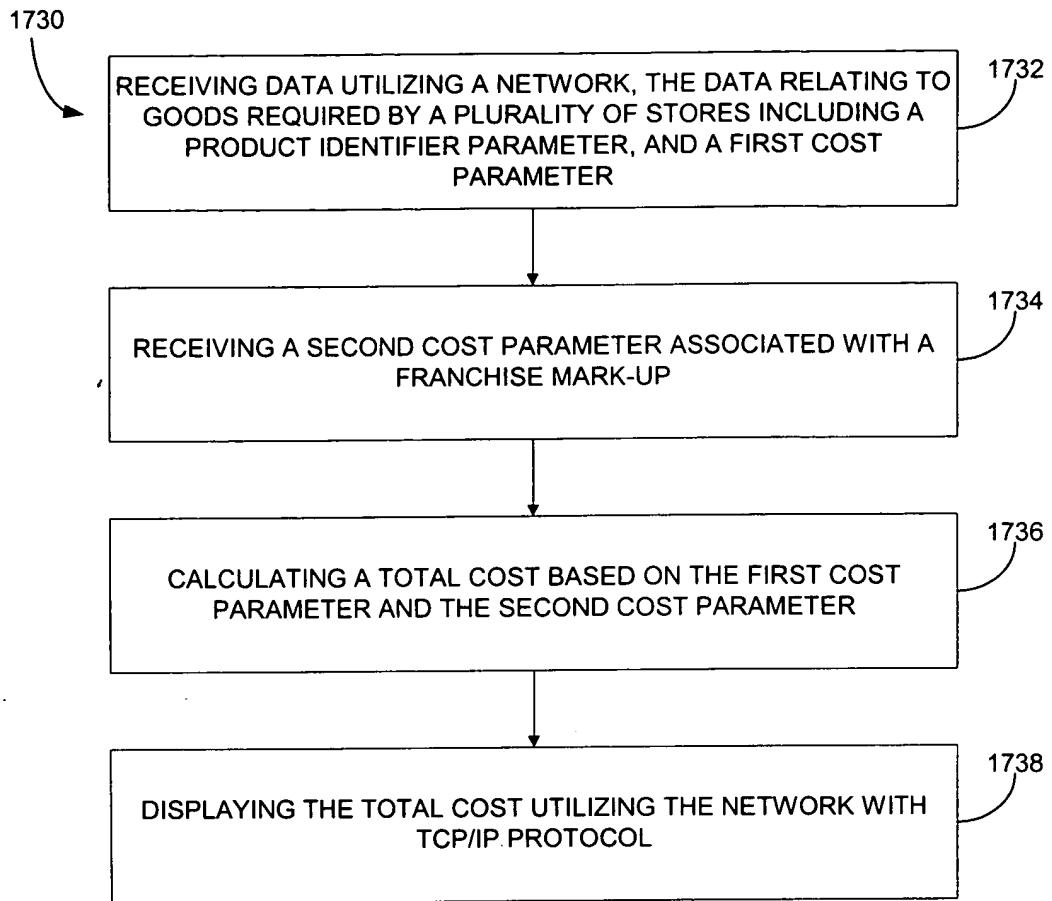


FIG. 17

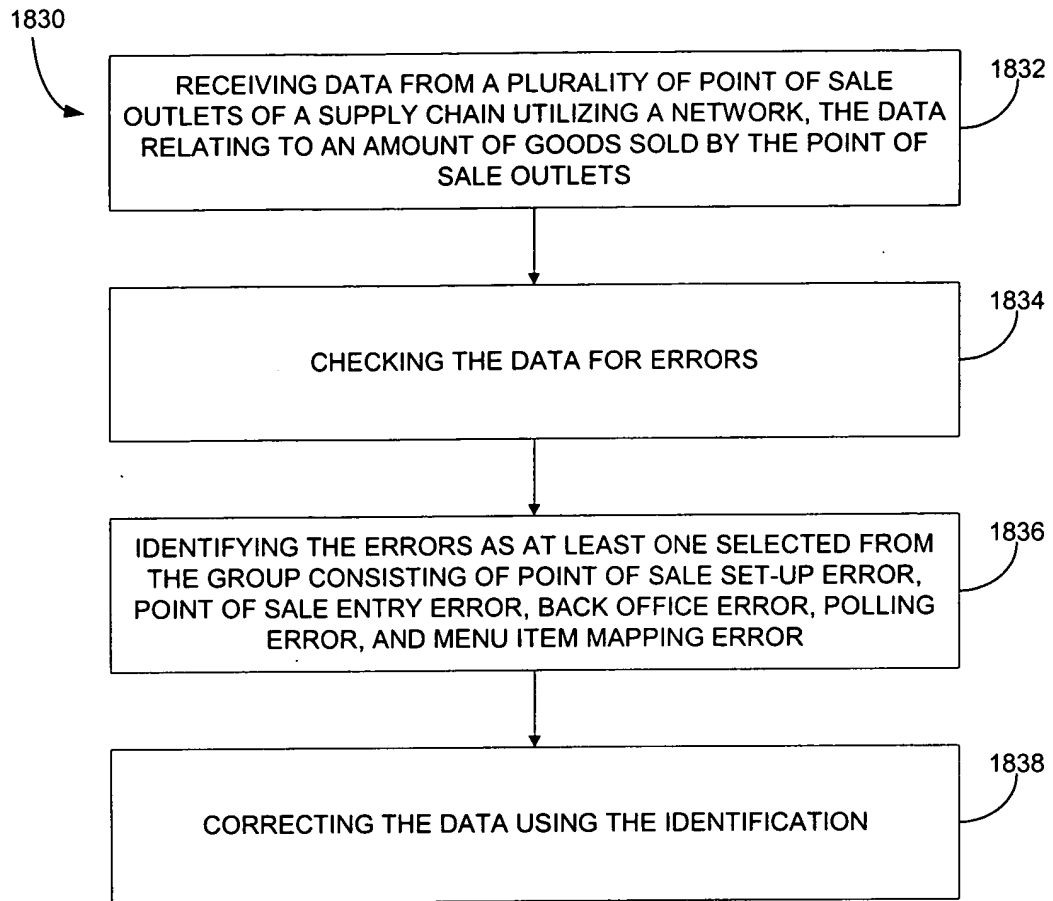


FIG. 18

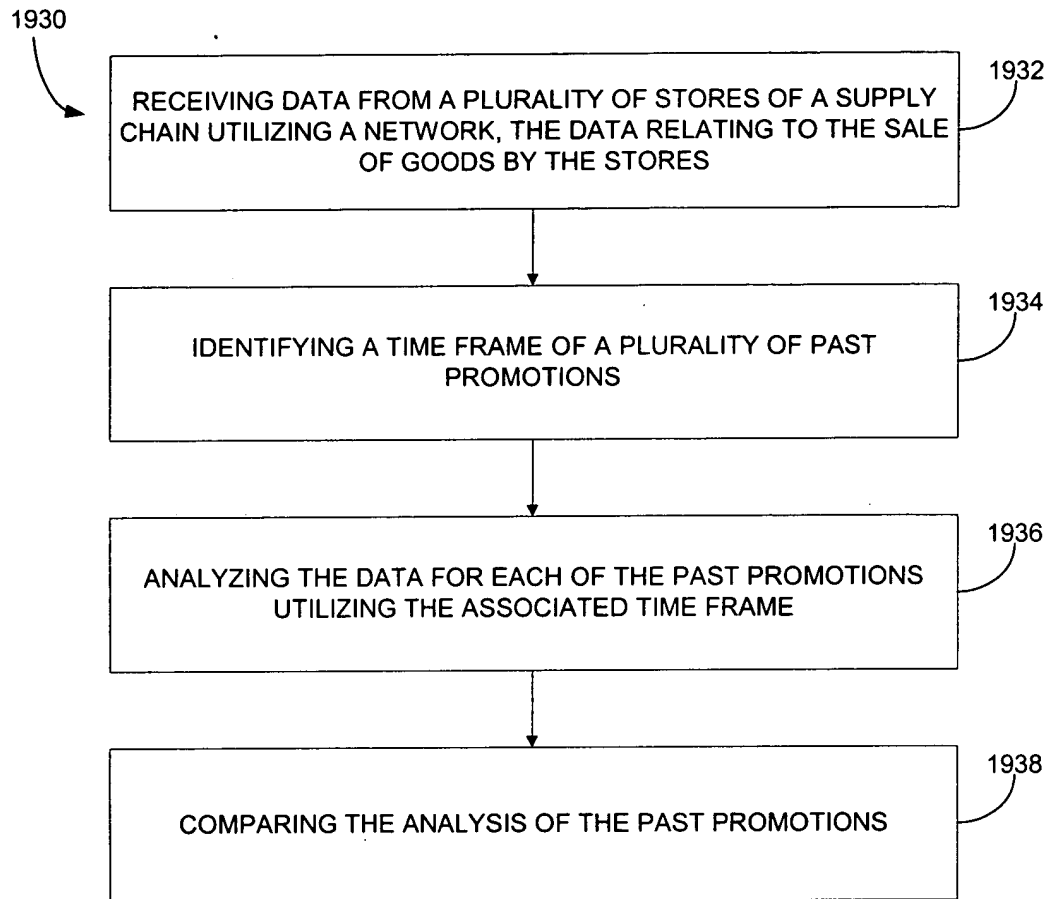


FIG. 19

Patented by 3M Corporation

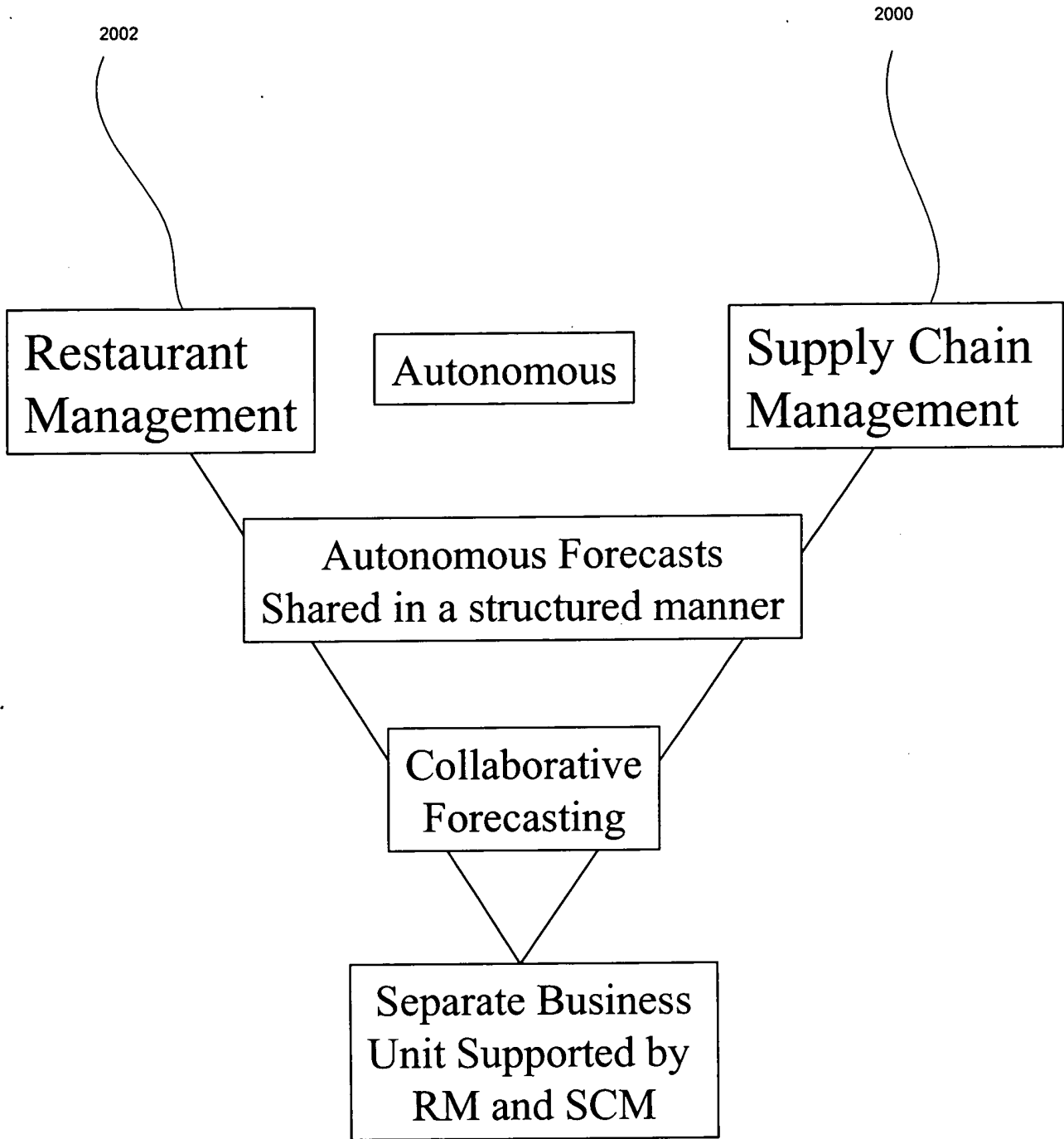


Fig. 20

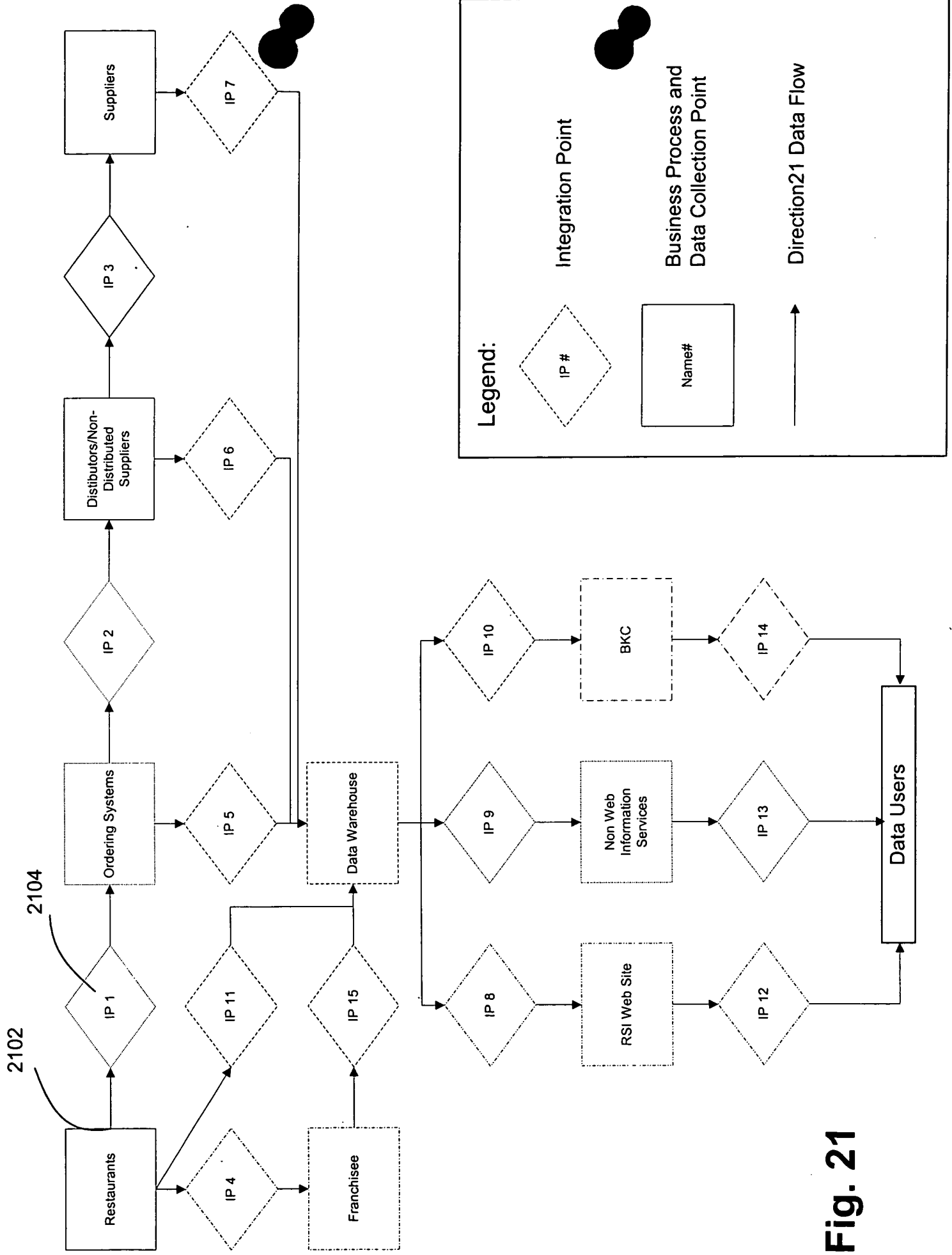
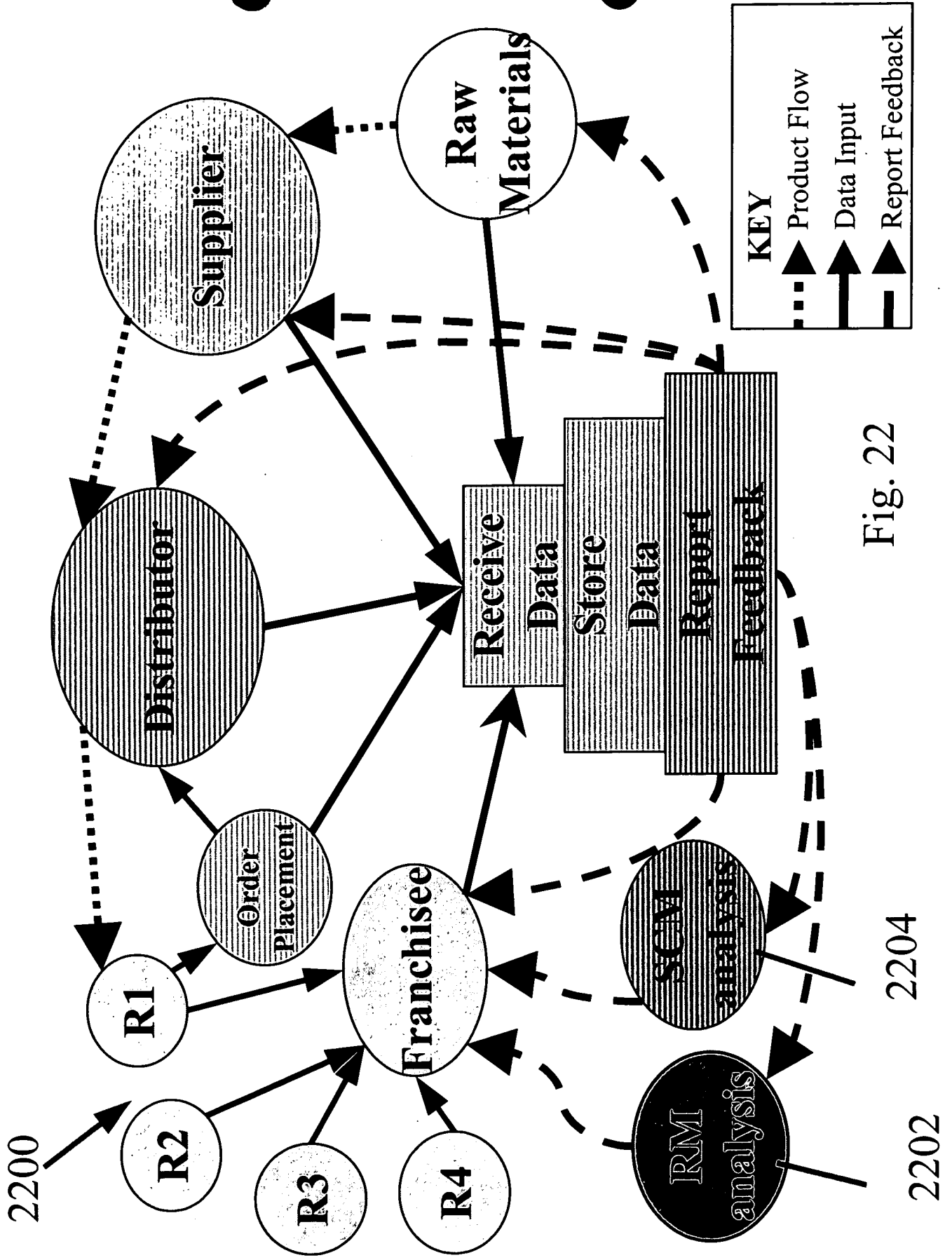


Fig. 21



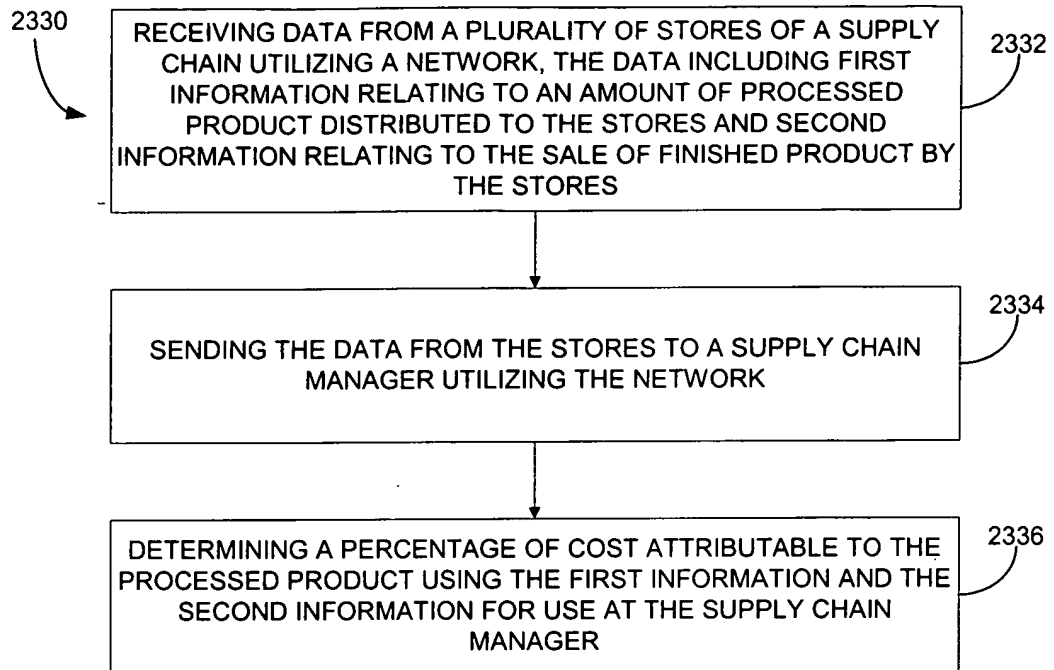


FIG. 23

FIG. 24

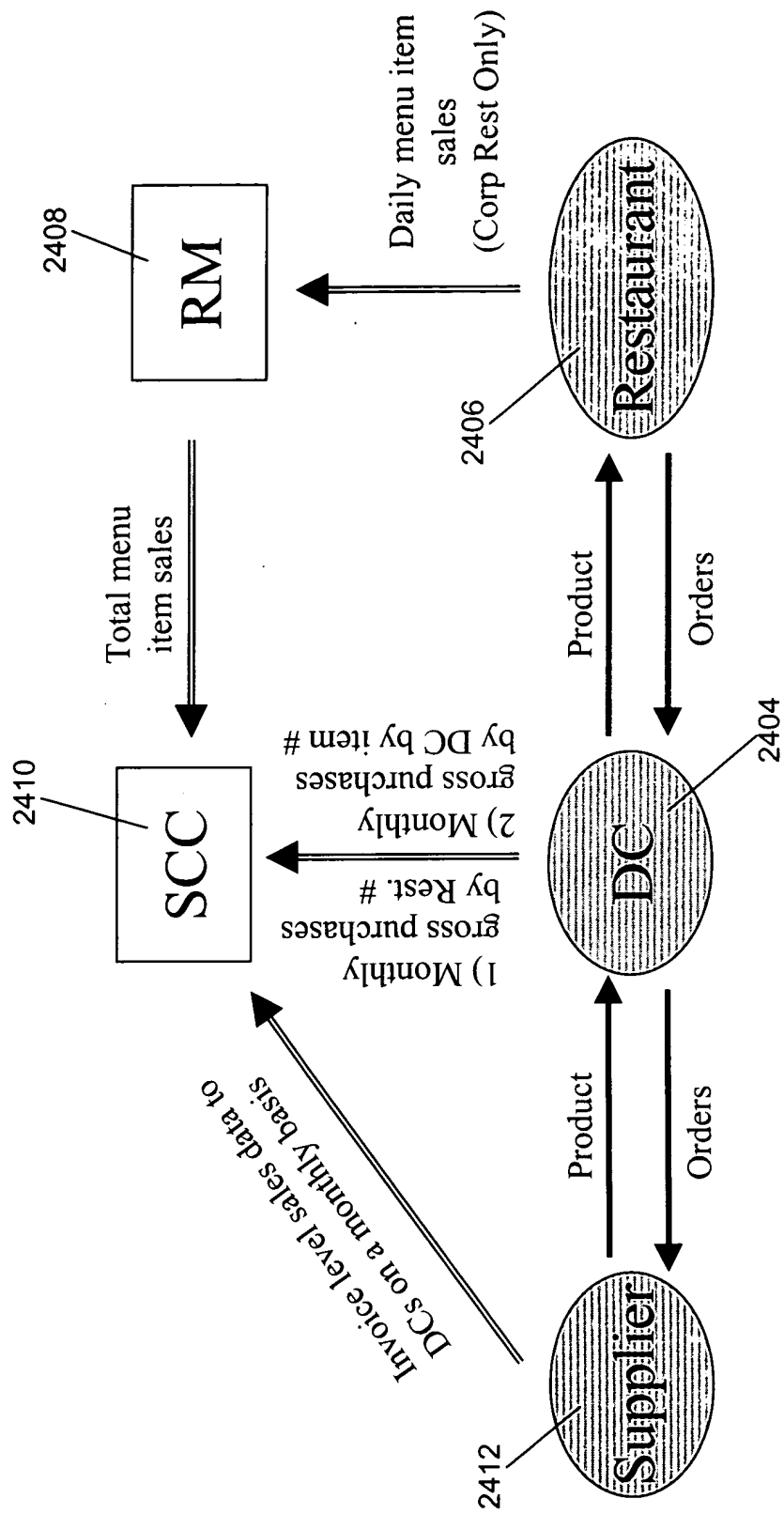


FIG. 25

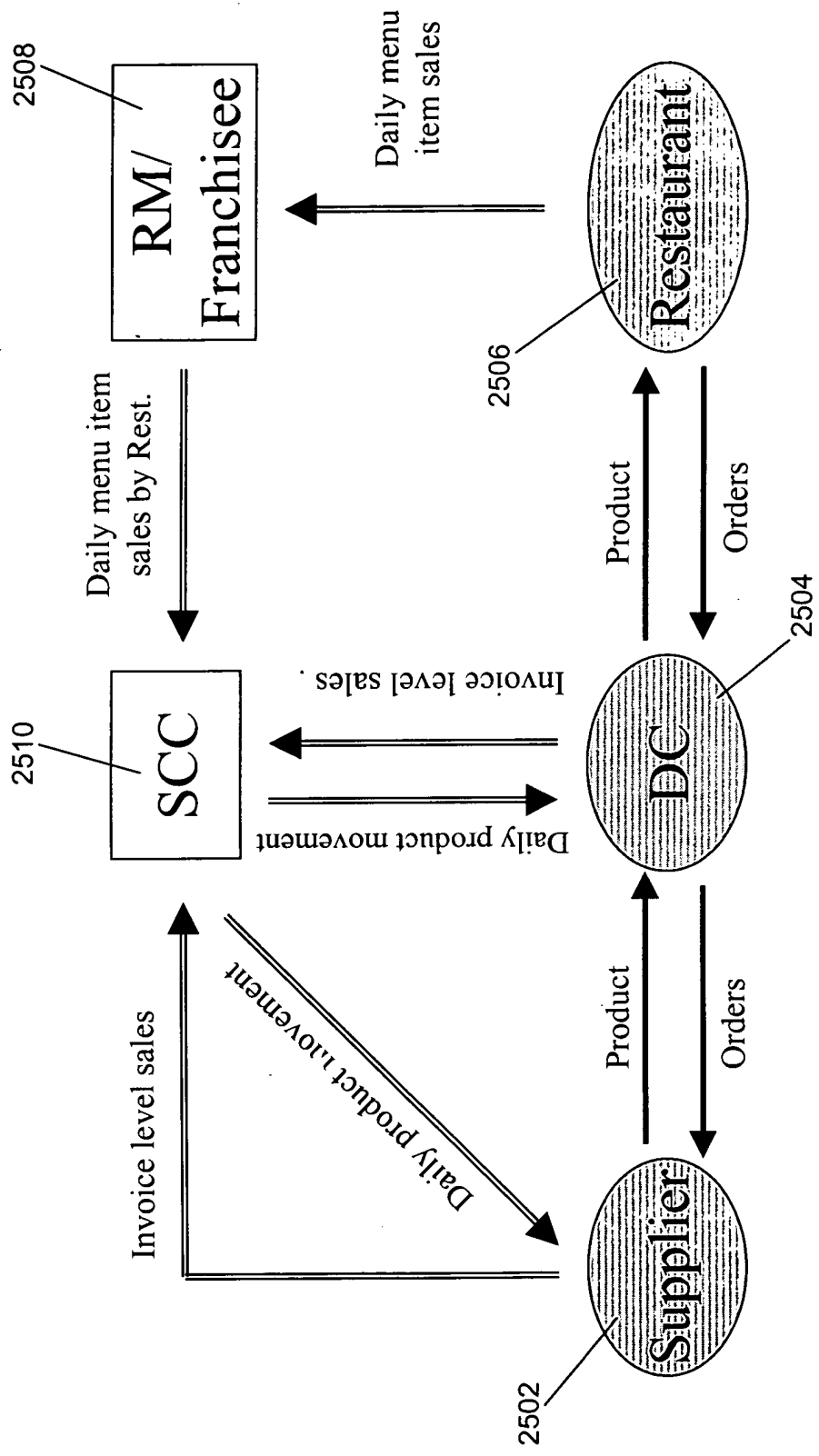


FIG. 26

[illegible]

FIG. 27

2700

Promotional Monitor - System & Regional

| | | History | | | | Week #1 | | | | | | | |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 | Total |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week) | | | | | | | | | | | | | |
| Category | Segment | | | | | | | | | | | | |
| Whopper | WHOPPERS | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 | 286 |
| | WHOPPERS W/CHEESE | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 | 165 |
| | YVWM WHOPPERS | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 | 857 |
| Whopper Total | | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 | 1,309 |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% | 6.5% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% | 6.6% |
| | YVWM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% | 7.7% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% | 6.9% |

2702

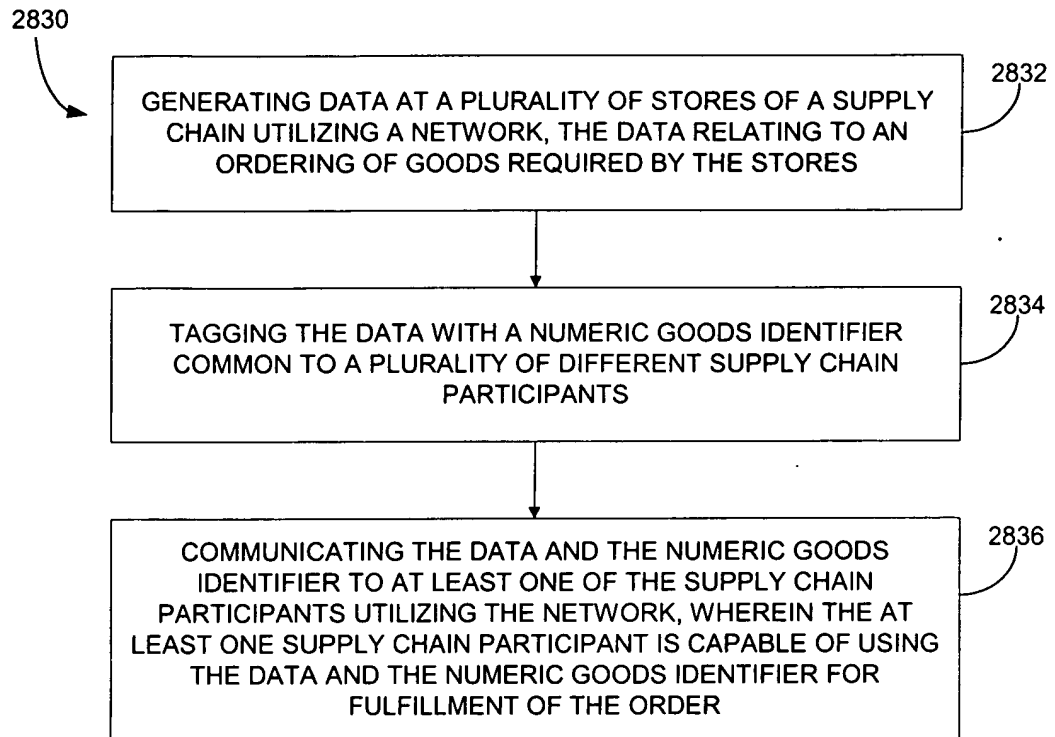


FIG. 28

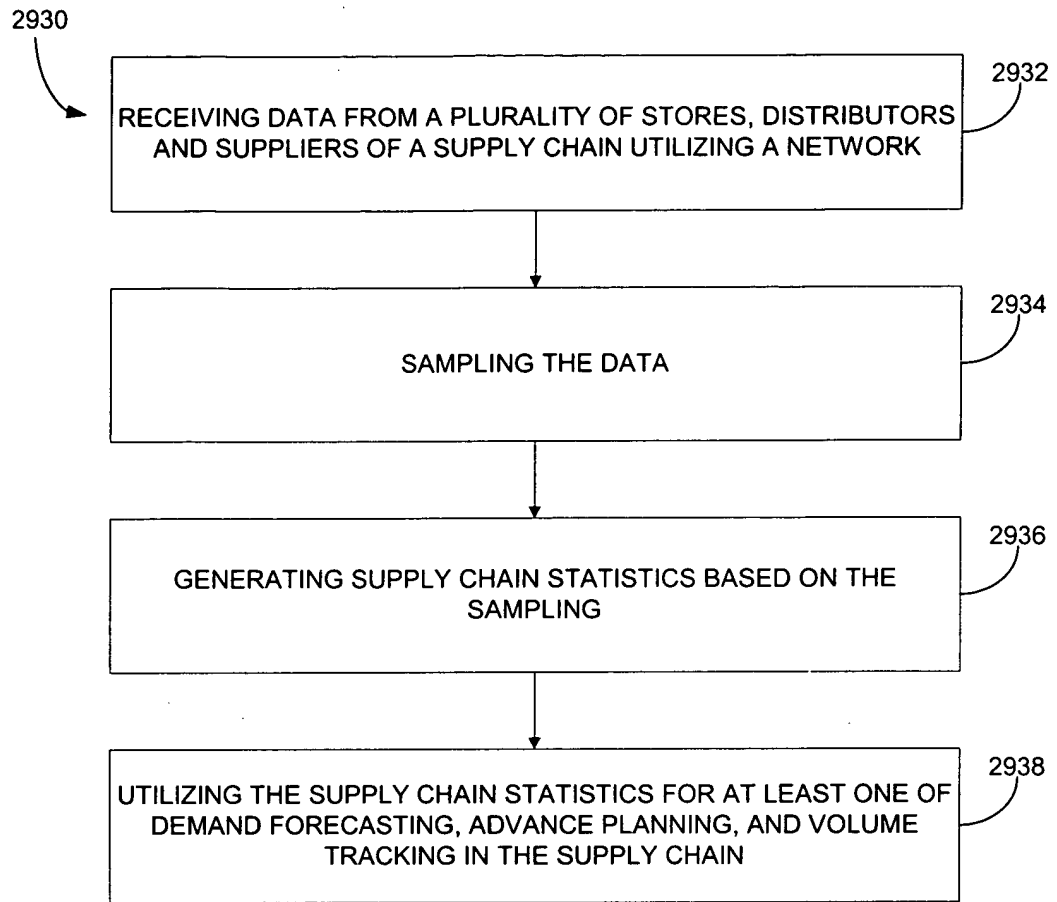


FIG. 29

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

3000

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases: | 154 | 68 | 62 | 284 | | 568 |
| Percent | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | 0.86% |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases: | 990 | 70 | | 1060 |
| Percent: | 1.51% | 0.11% | 0.00% | 1.61% |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

| | |
|--------------------------|-------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|--------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

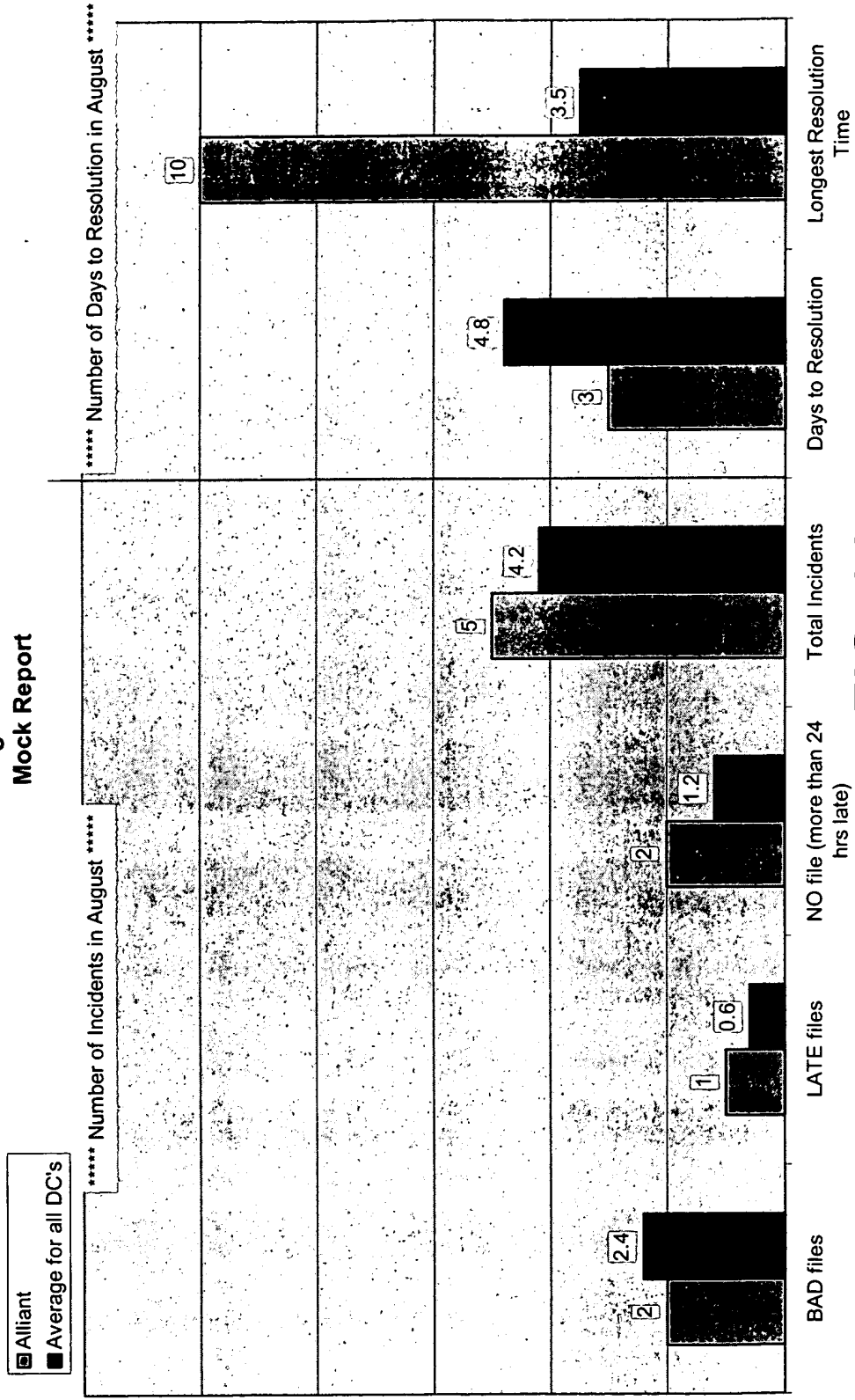


FIG. 31

3200



Service Level Reporting August

| | Fill Rate | On-Time | Perfect Order |
|------------------------|-----------|---------|---------------|
| Alliant-Paducah | 99.14% | 99.05% | |
| Alliant-Topska | | | |
| Alliant-Wixom | 99.05% | 99.74% | |
| King-Atlanta | 99.34% | 92.94% | 78.70% |
| King-Jacksonville | 98.45% | 94.55% | 80.90% |
| King-Louisville | 98.43% | 94.65% | 88.68% |
| Maines 29, Conklin | 99.41% | | 79.25% |
| Maines 30, Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | 99.38% | | |
| MBM Fullerton | 99.13% | 84.15% | 79.83% |
| MBM Lewisville | 99.55% | 92.88% | #DIV/0! |
| MBM Orlando | 99.74% | 93.80% | #DIV/0! |
| MBM Rocky Mount | 99.13% | 92.48% | #DIV/0! |
| McCabets | 99.30% | 99.72% | 93.84% |
| McLane Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | 99.80% | 95.04% | 85.97% |
| RED Supply | 99.16% | 99.19% | 80.12% |
| REG Victoria | 99.42% | #DIV/0! | |
| PYA Monarch | 99.20% | 97.75% | |
| Reinhart Cedar Rapids | 99.05% | 98.65% | |
| Reinhart Oak Creek | 99.31% | 93.59% | |
| Reinhart Rogers | 99.50% | 95.49% | |
| Restaurants NW | 99.03% | 99.07% | 80.97% |
| Shamrock Commerce City | 99.54% | 94.88% | 85.13% |
| Shamrock Phoenix | 98.81% | 98.85% | |
| Sigma Harrisburg | 99.39% | | 32.38% |
| Sigma Stockton | 99.95% | | |
| Sysco | 99.88% | 100.00% | 92.47% |

| | Fill Rate | On-Time | Perfect Order |
|---------|-----------|---------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 99.50% | 90.00% | 80.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |
| Didn't meet BK Min. |

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

| |
|------|
| 4 |
| 95% |
| 1.7 |
| 95% |
| 0.93 |

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

| |
|-----------|
| 12 |
| \$ 30,152 |
| \$ 3,594 |
| \$ 33,746 |

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

| |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

Inventory Management:

Average Days On Hand

SKU #1
SKU #2

| |
|----|
| 19 |
| 22 |

Max Days On Hand

SKU #1
SKU #2

| |
|----|
| 40 |
| 32 |

Monthly Carrying Cost

SKU #1
SKU #2

| |
|-----------|
| \$ 42,513 |
| \$ 12,589 |

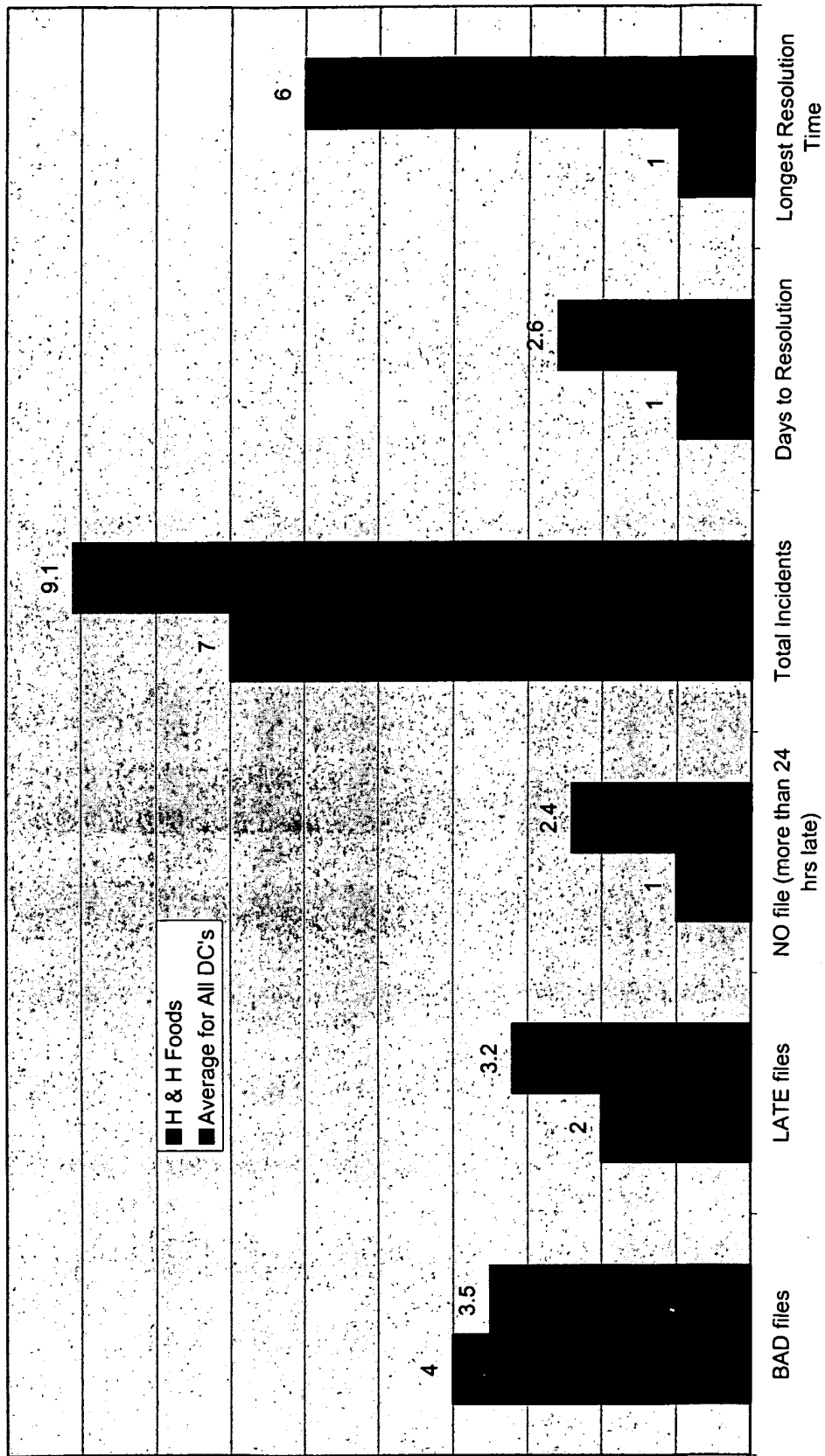
Average as % FOB

| |
|-------|
| 1.25% |
|-------|

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →





3500

FIG. 35

Service Level Reporting November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|--------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | \$1,504 | | 2.33% |
| COMARK INSTRUMENTS, INC. | \$4,881 | | 2.44% |
| WHITEFORD FOODS, INC. | \$0 | 87.3% | |
| LEPAGE BAKERY/COUNTRY KITCHEN | \$3,700 | | |
| NGR SYSTEM MEDIA | \$0 | 92.1% | 2.16% |
| SIGNATURE MEATS GROUP | \$0 | | 1.84% |
| SCHWEBEL BAKING CO. | \$0 | 95.1% | 1.50% |
| MAUI CUP | \$0 | | |
| MIRA PLASTICS | \$0 | | 1.25% |
| DIXIE PRODUCE & PACKAGING | | | |
| NORLAK, INC. | | | |
| FORT JAMES OPERATING COMPANY | \$0 | | 1.46% |
| FRESH ADVANTAGE, INC. | \$0 | 88.6% | 1.90% |
| SILVER KING - MN CORP. | | | |
| LYSON FOODS | \$0 | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | 2.44% |
| GLOUCHESTER PACKAGING | | 94.8% | 2.51% |
| BEVERAGE PAIR | \$0 | 93.4% | |
| COMPONENT HARDWARE GROUP, INC. | | | 2.06% |
| COCA-COLA USA | \$0 | | |
| TOASTMASTER | \$1,909 | | |
| GRANT COUNTY FOODS | | 93.5% | 1.55% |
| FRESH EXPRESS | \$0 | 96.3% | 2.20% |
| TAYLOR FARMS | | | 1.04% |
| MODULAR DISPENSING SYSTEM | \$0 | | |
| CENTURY PRODUCTS, LLC | \$5,428 | | |
| ROSE PACKING COMPANY | | 93.3% | 2.98% |

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |

3600

Mock Report/1

| | | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|---|---------------------|------------|-------------|-------------|----------|----------|----------|----------|----------|----------|
| Food Cost Index | Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| | Actual | | 99.10 | 98.90 | | | | | | |
| | Variance Good/(Bad) | | 0.59 | 0.30 | | | | | | |
| Total Dollar Purchases (in Millions) /2 | | | | | | | | | | |
| | Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| | Actual | | \$182.84 | \$182.08 | | | | | | |
| | Variance Good/(Bad) | | \$1.14 0.6% | \$0.65 0.4% | | | | | | |

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

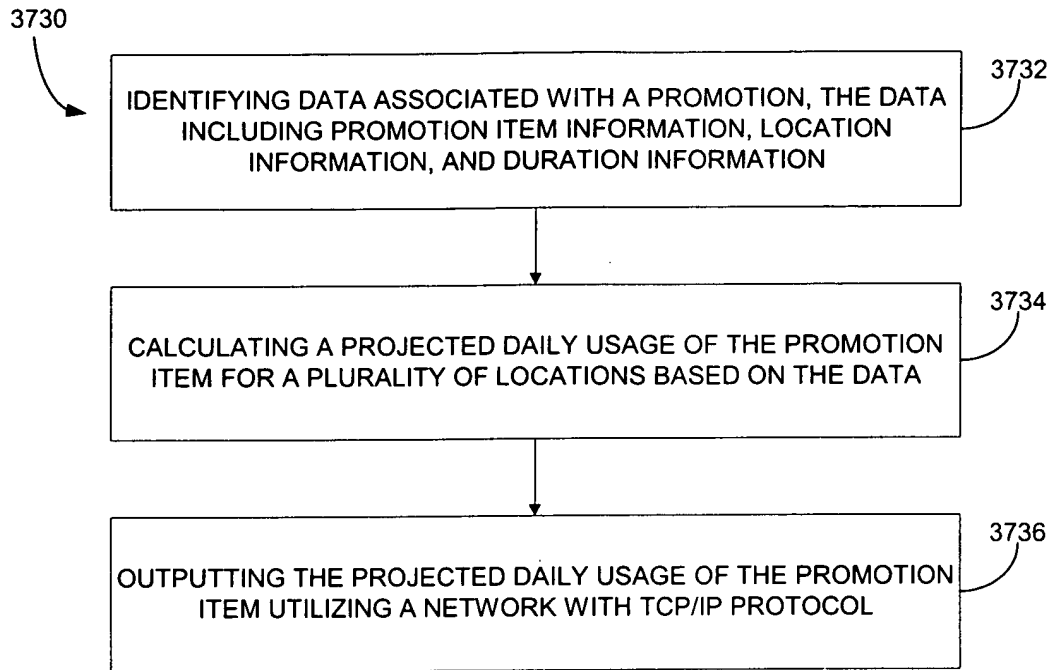


FIG. 37

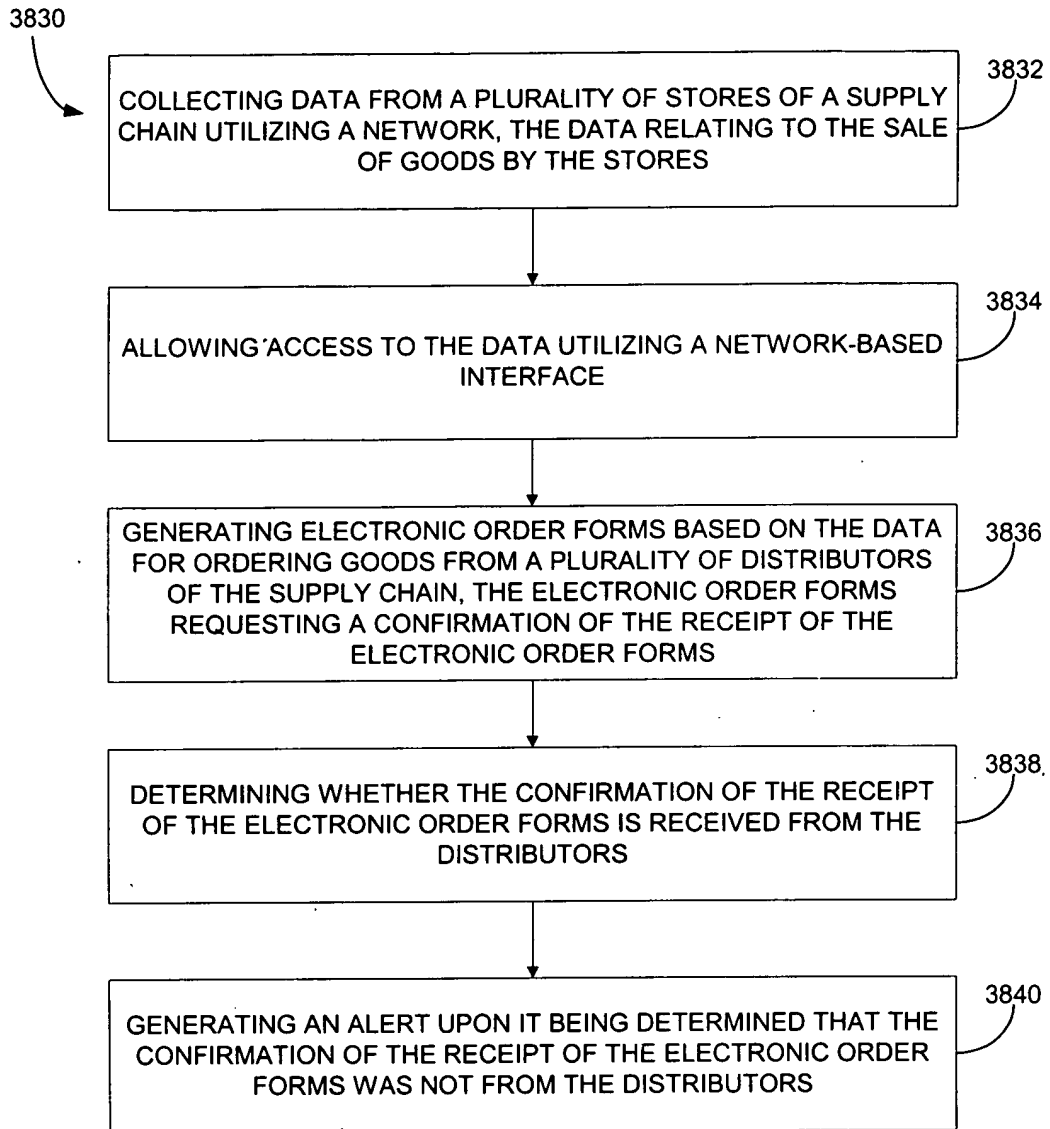


FIG. 38

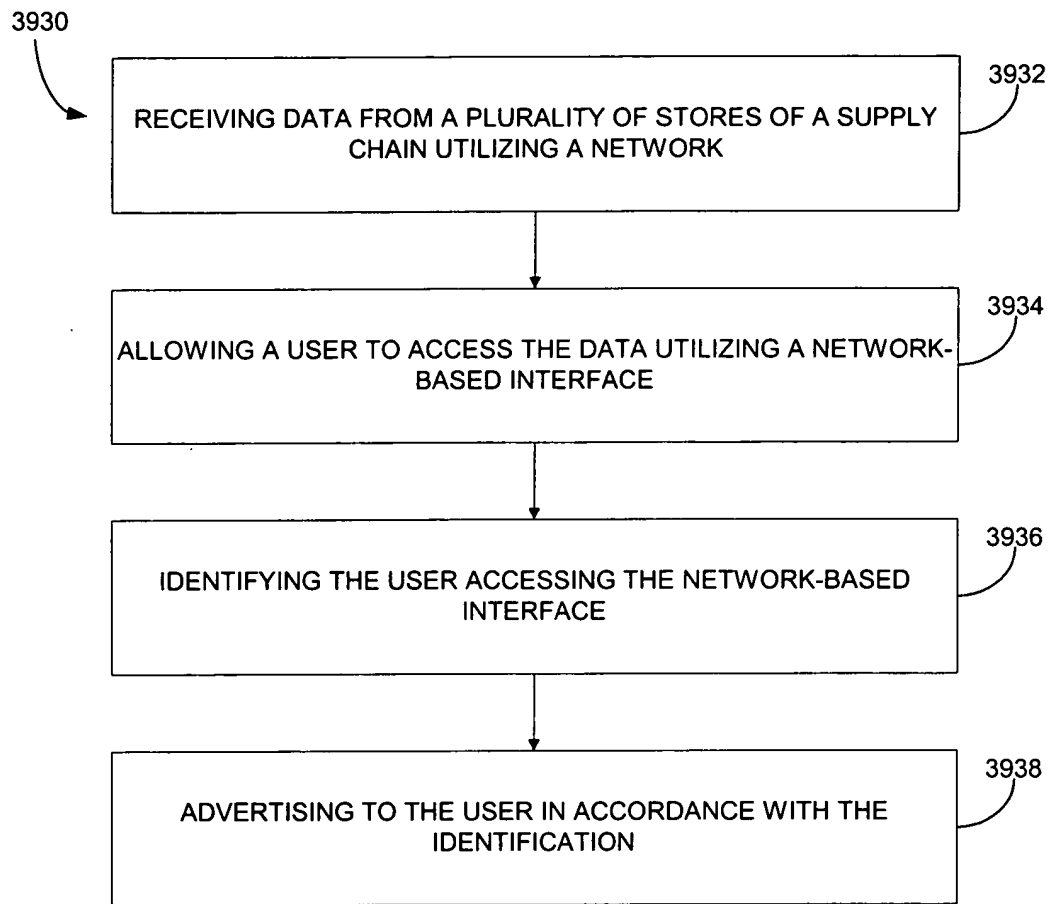


FIG. 39

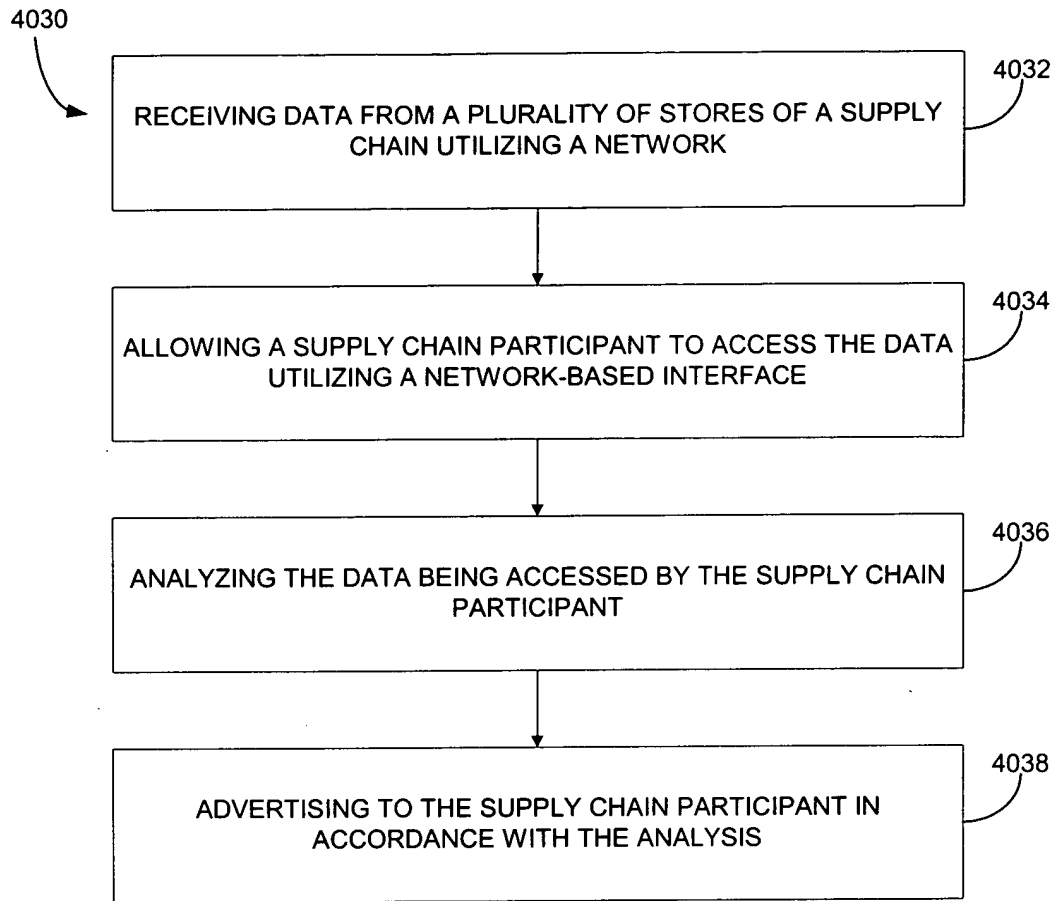


FIG. 40

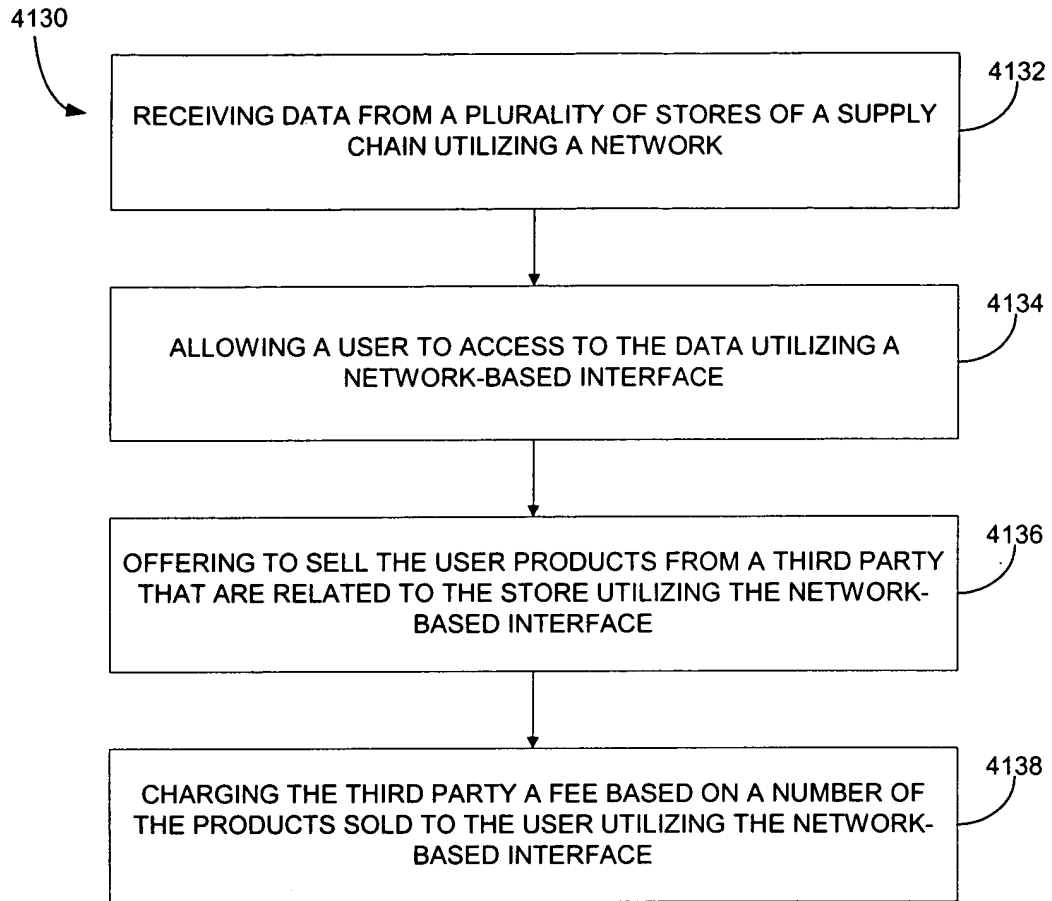


FIG. 41

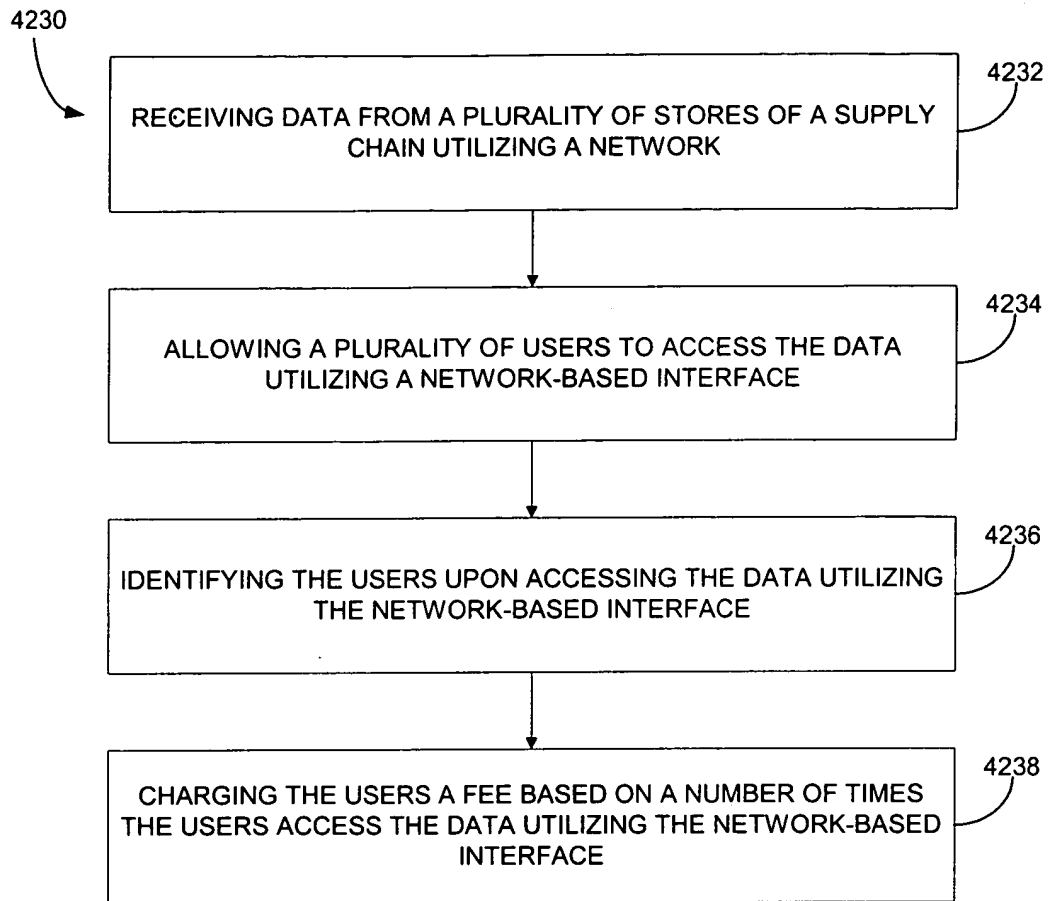


FIG. 42

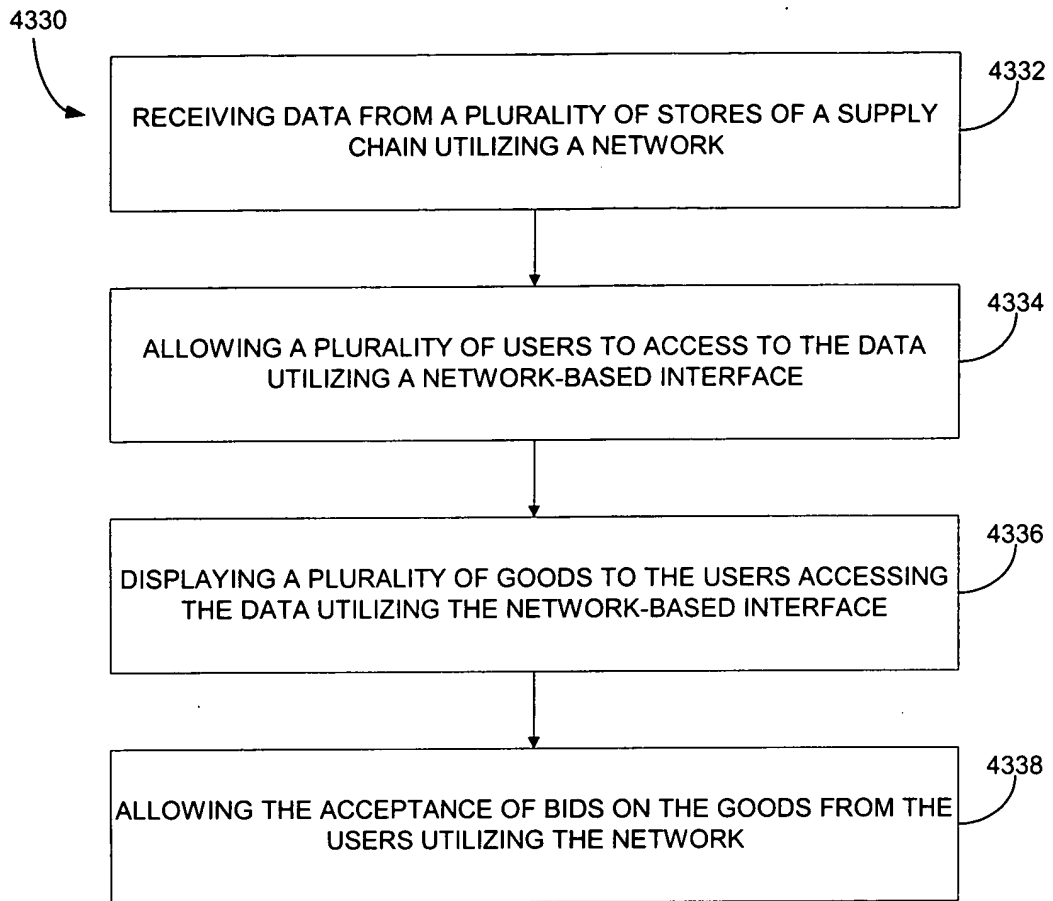


FIG. 43A

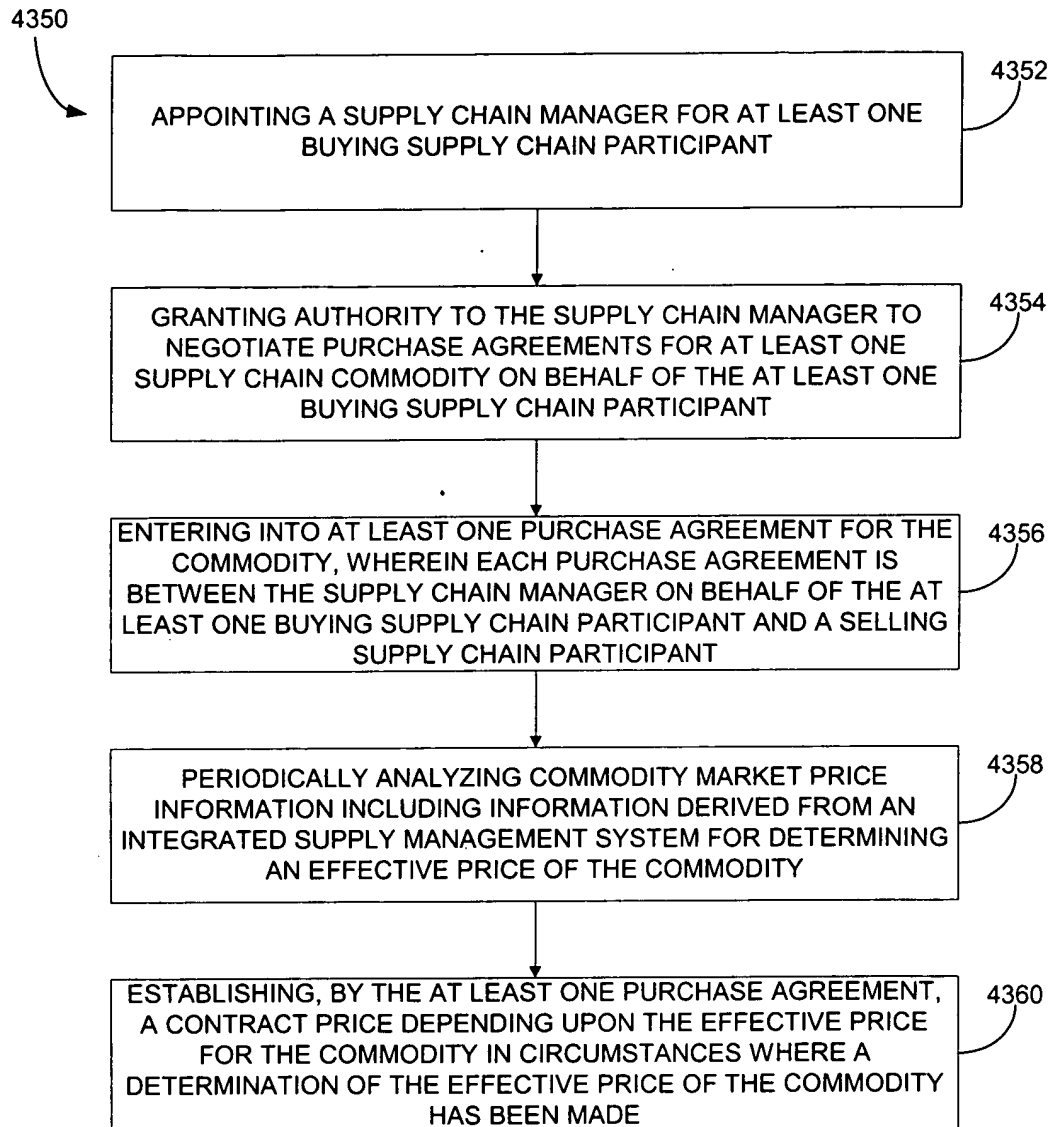


FIG. 43B

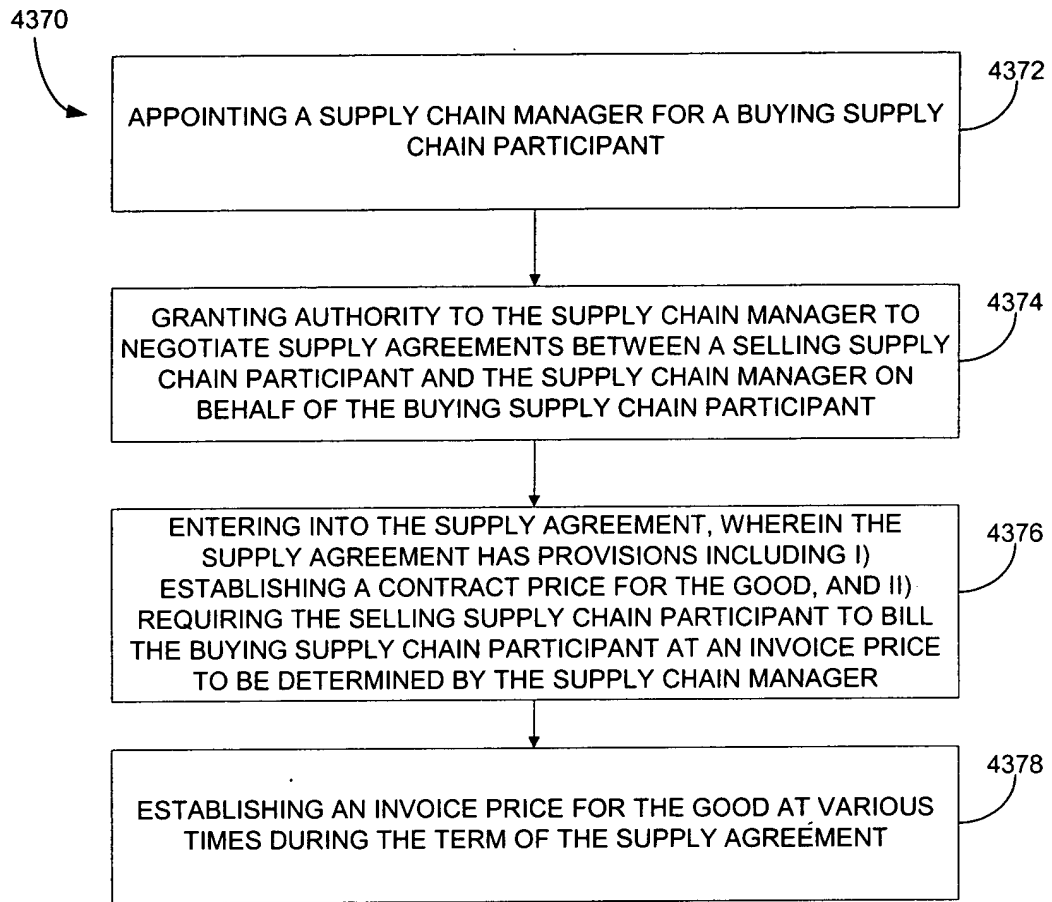


FIG. 43C

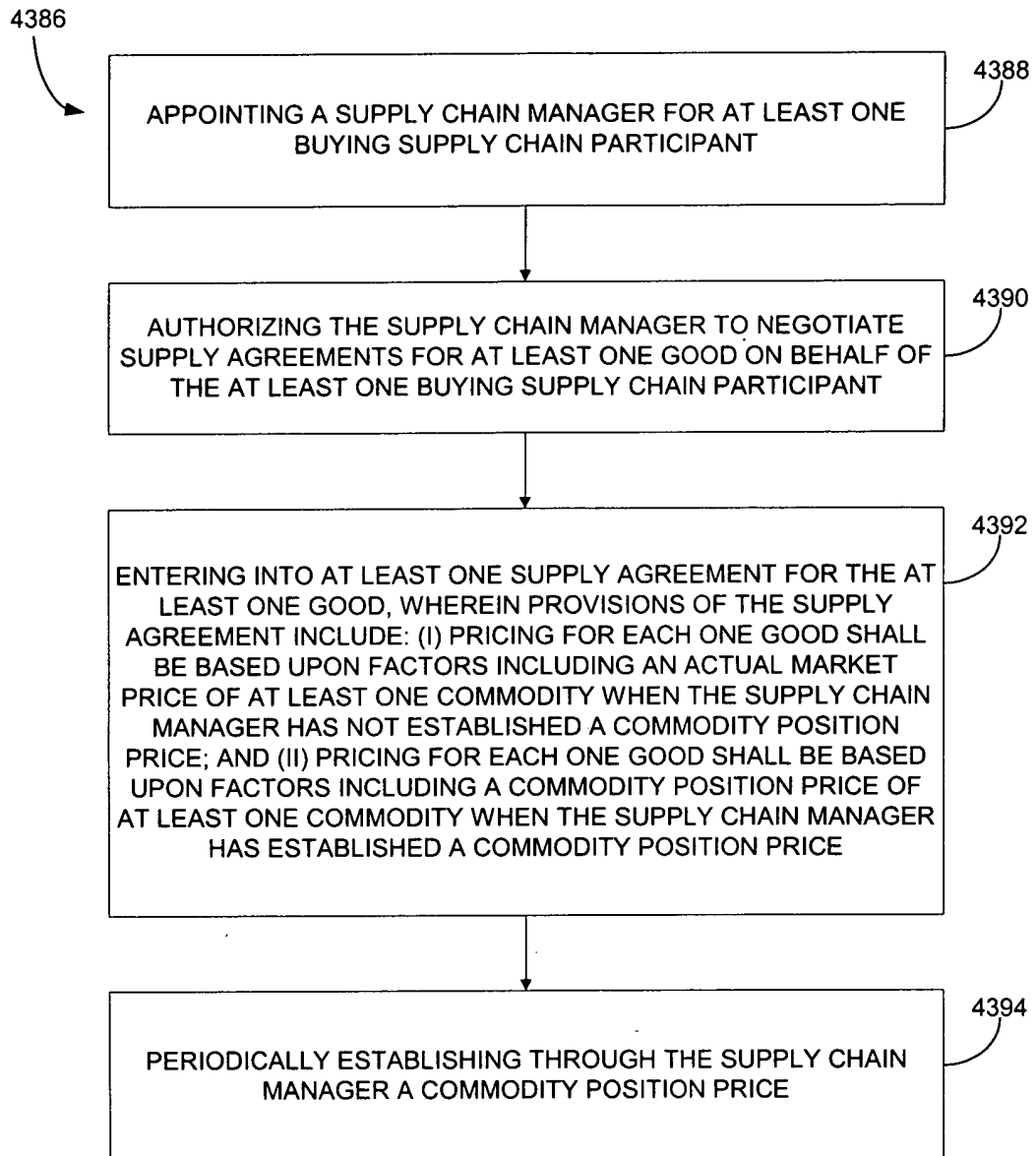


FIG. 43D

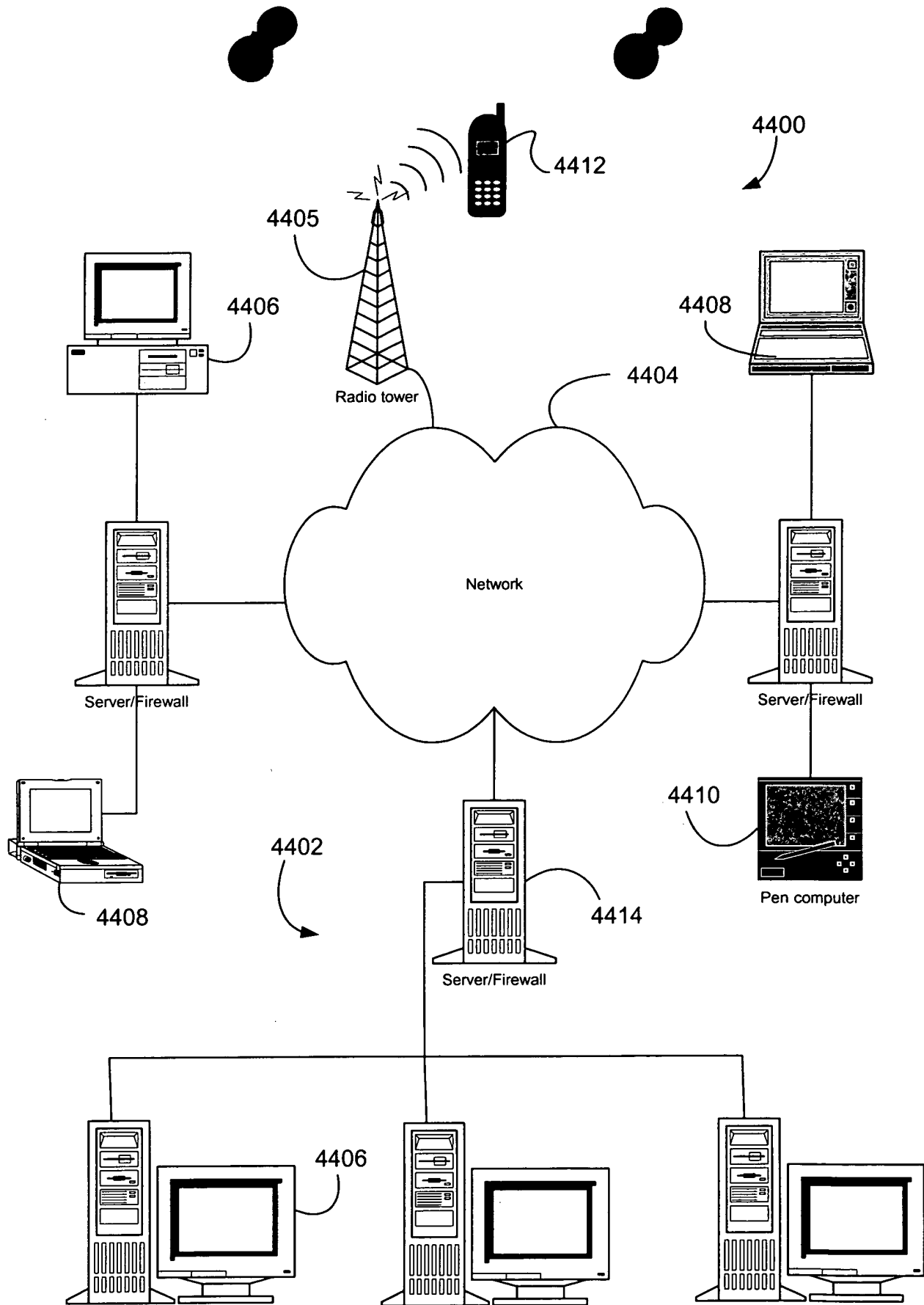


FIG. 44

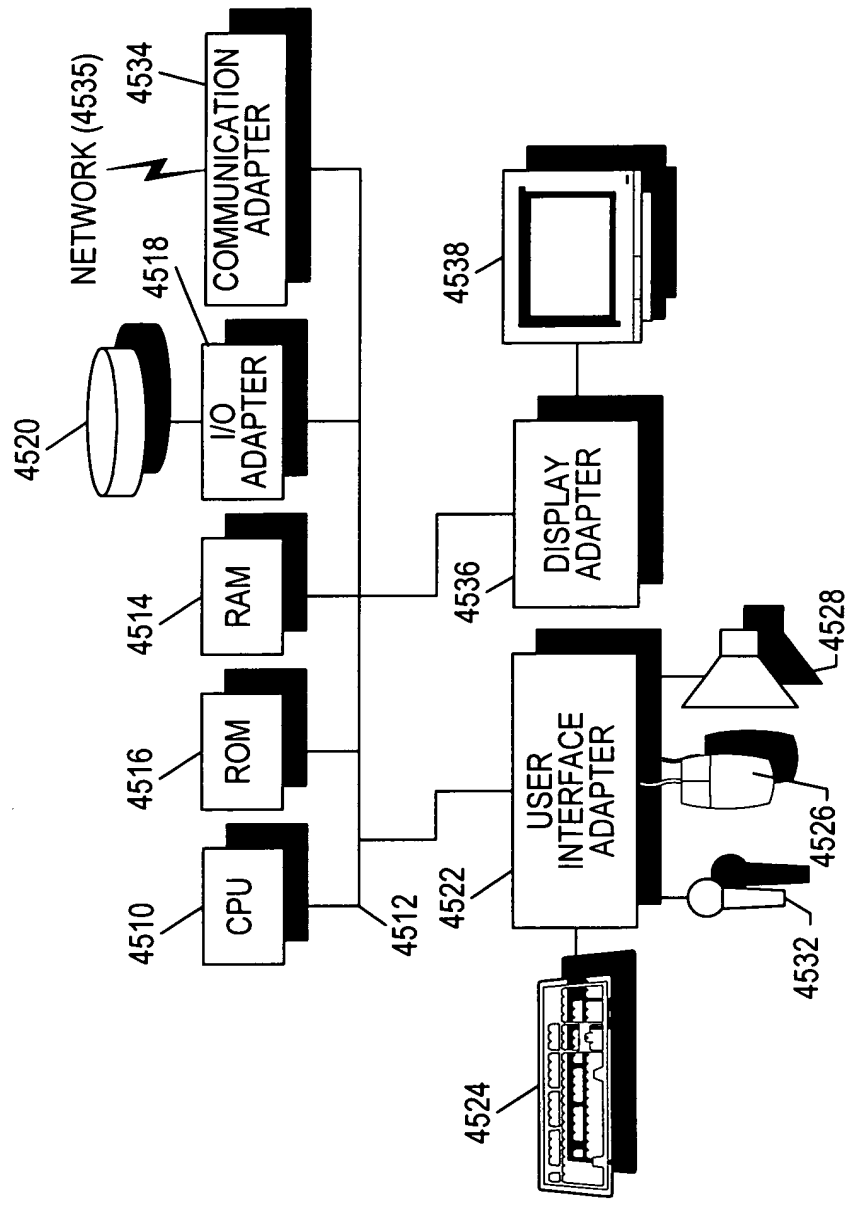


FIG. 45

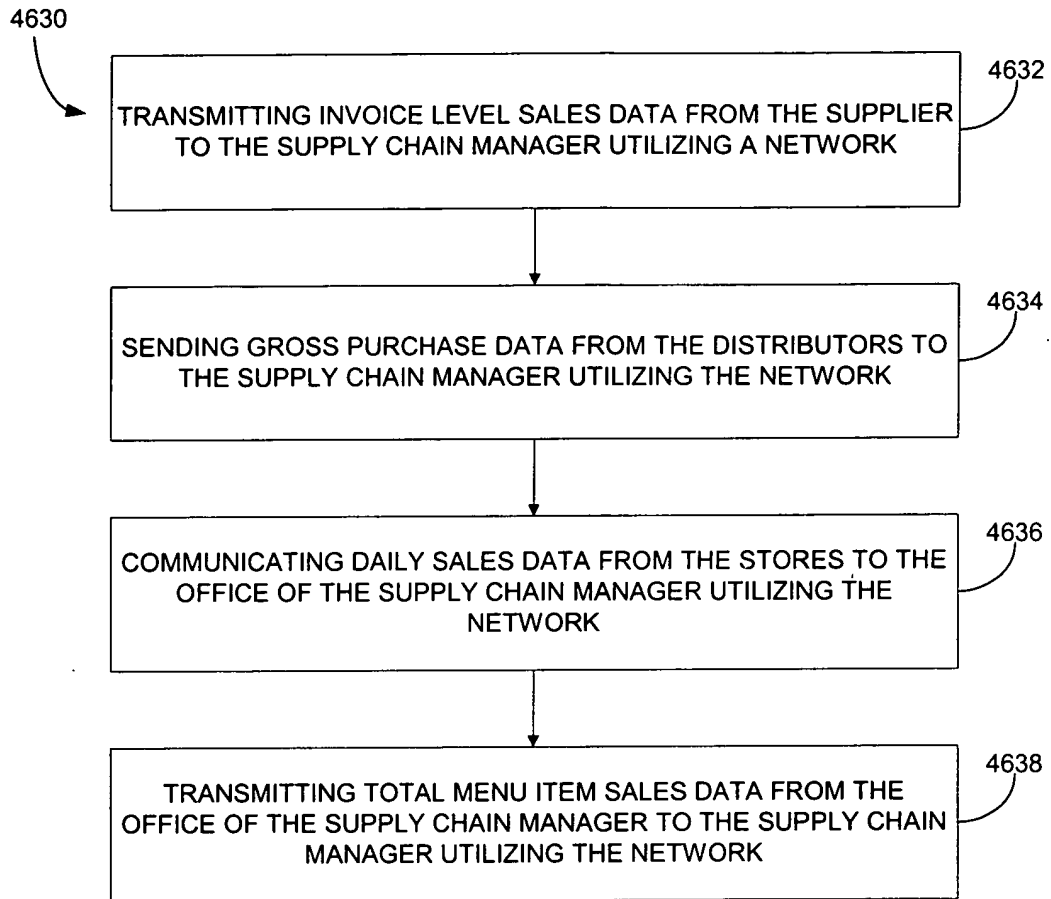


FIG. 46

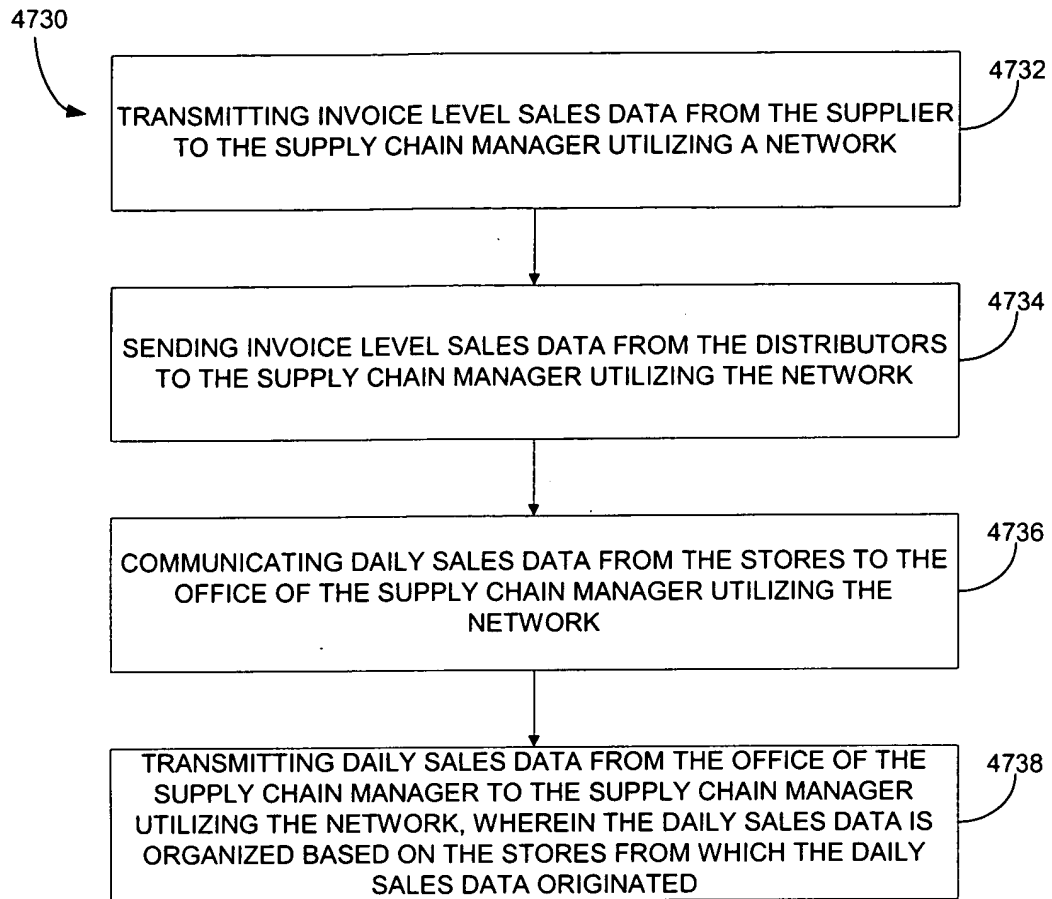


FIG. 47

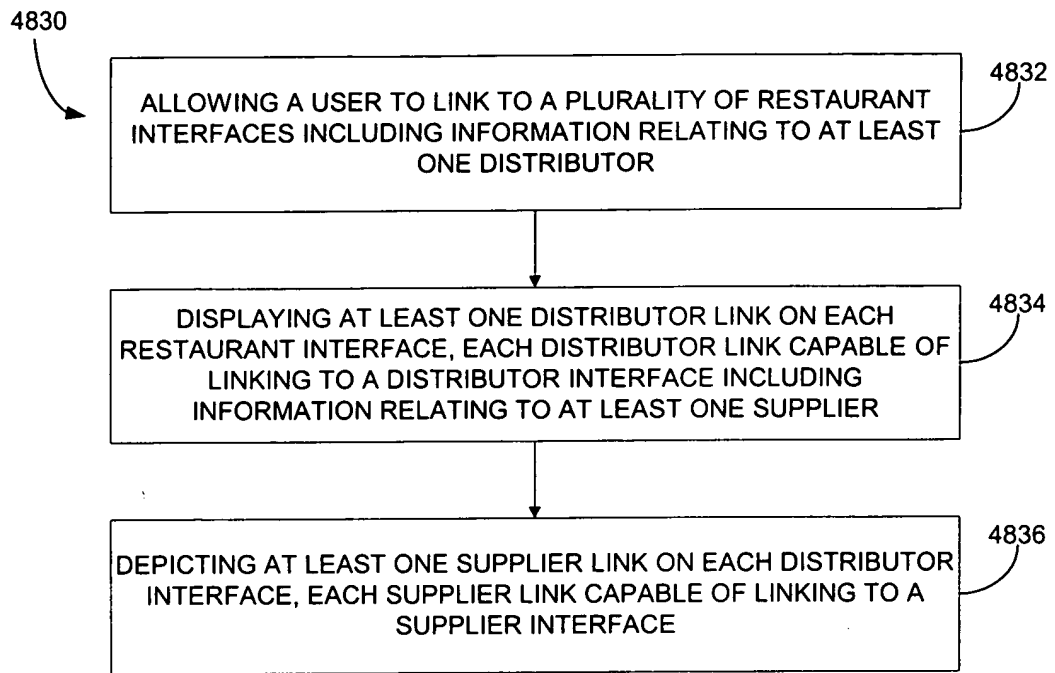


FIG. 48

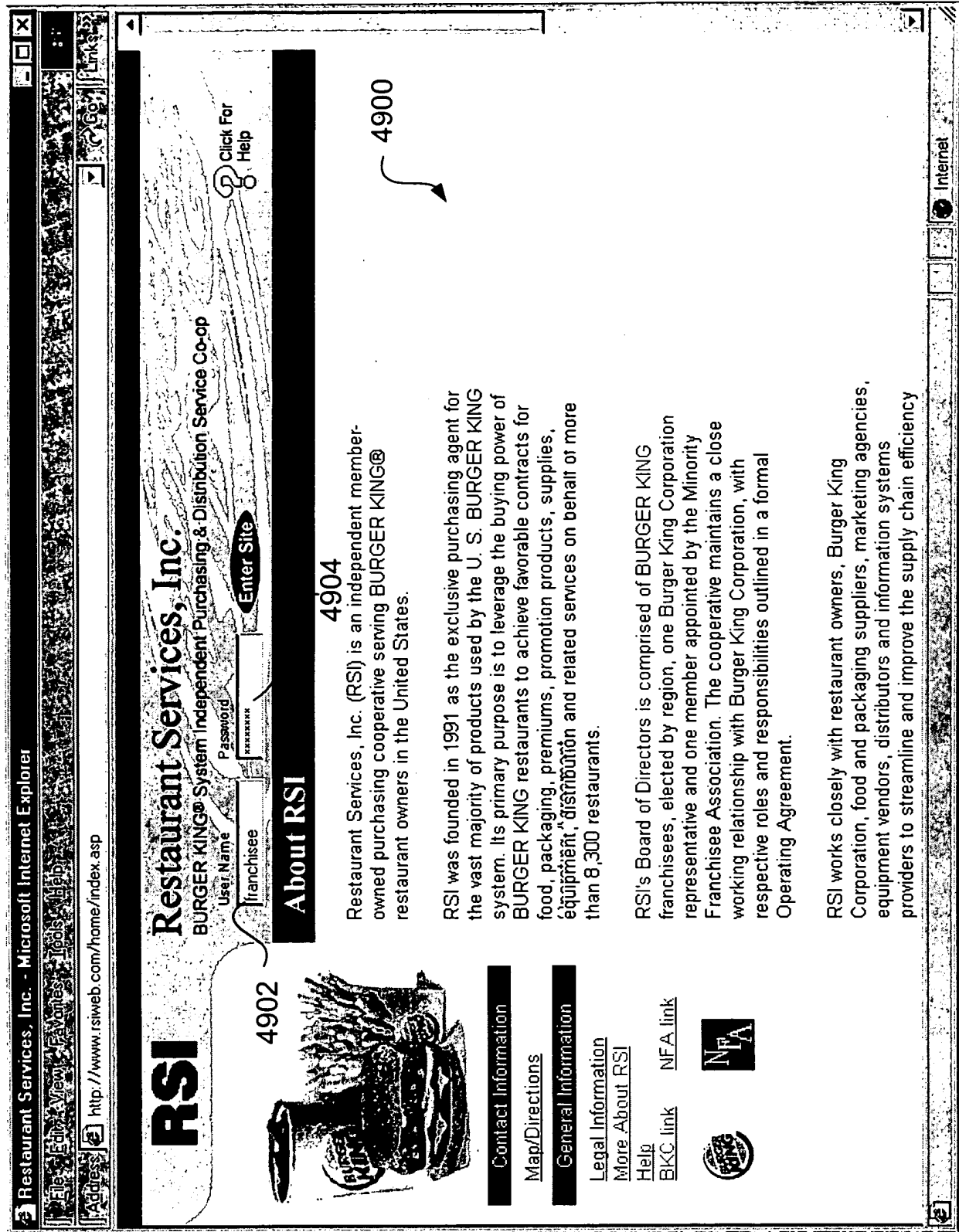


FIG. 49

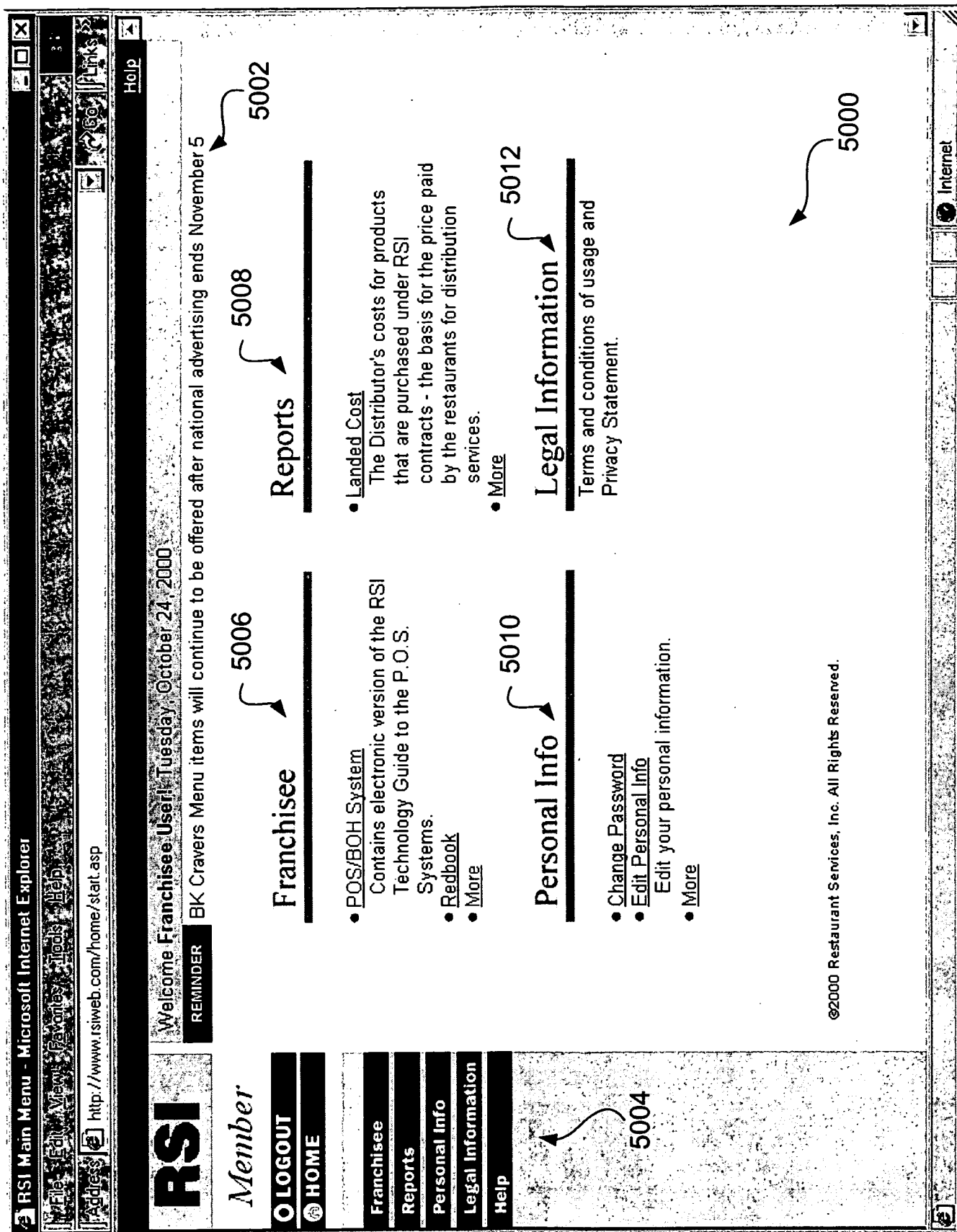


FIG. 50

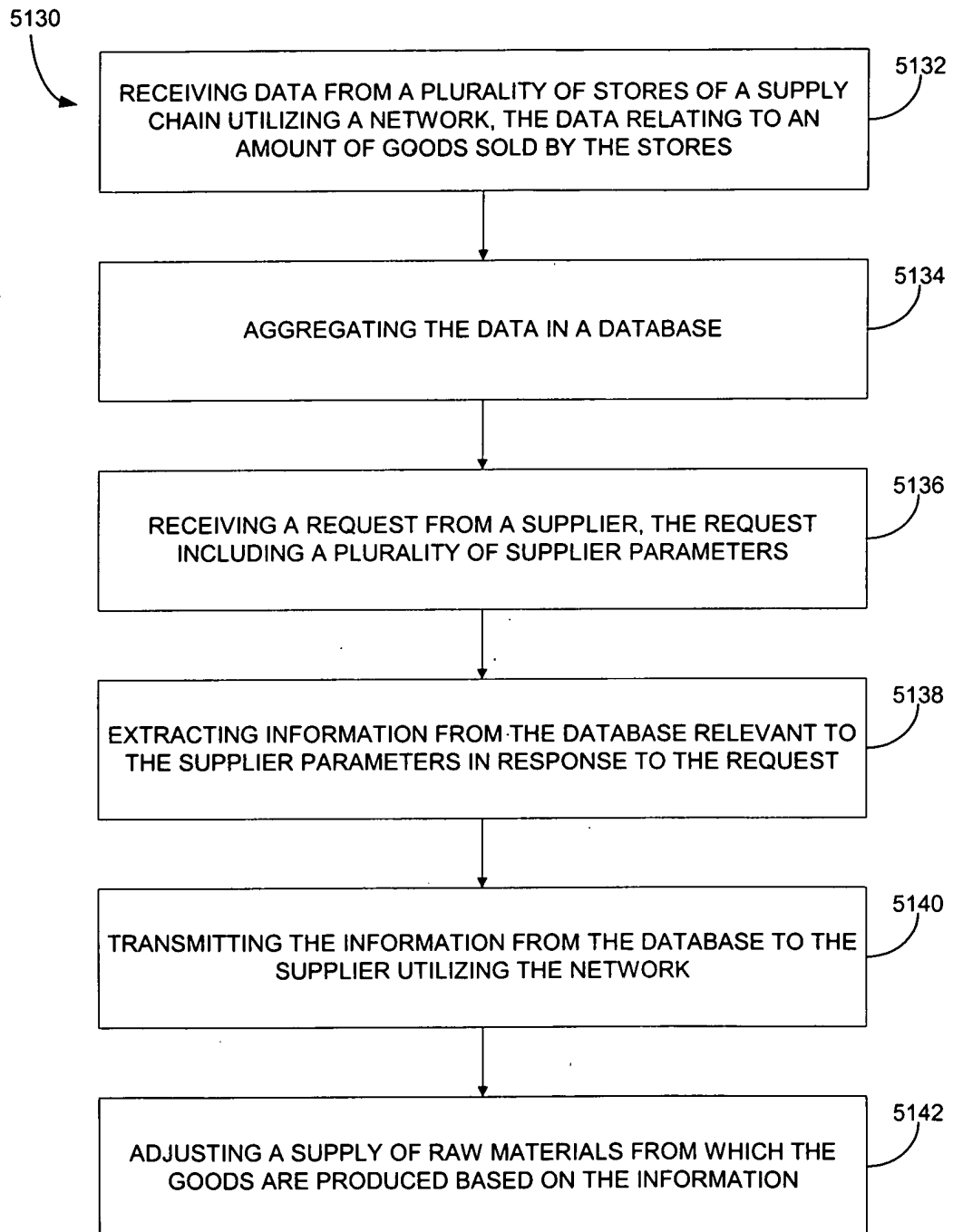


FIG. 51

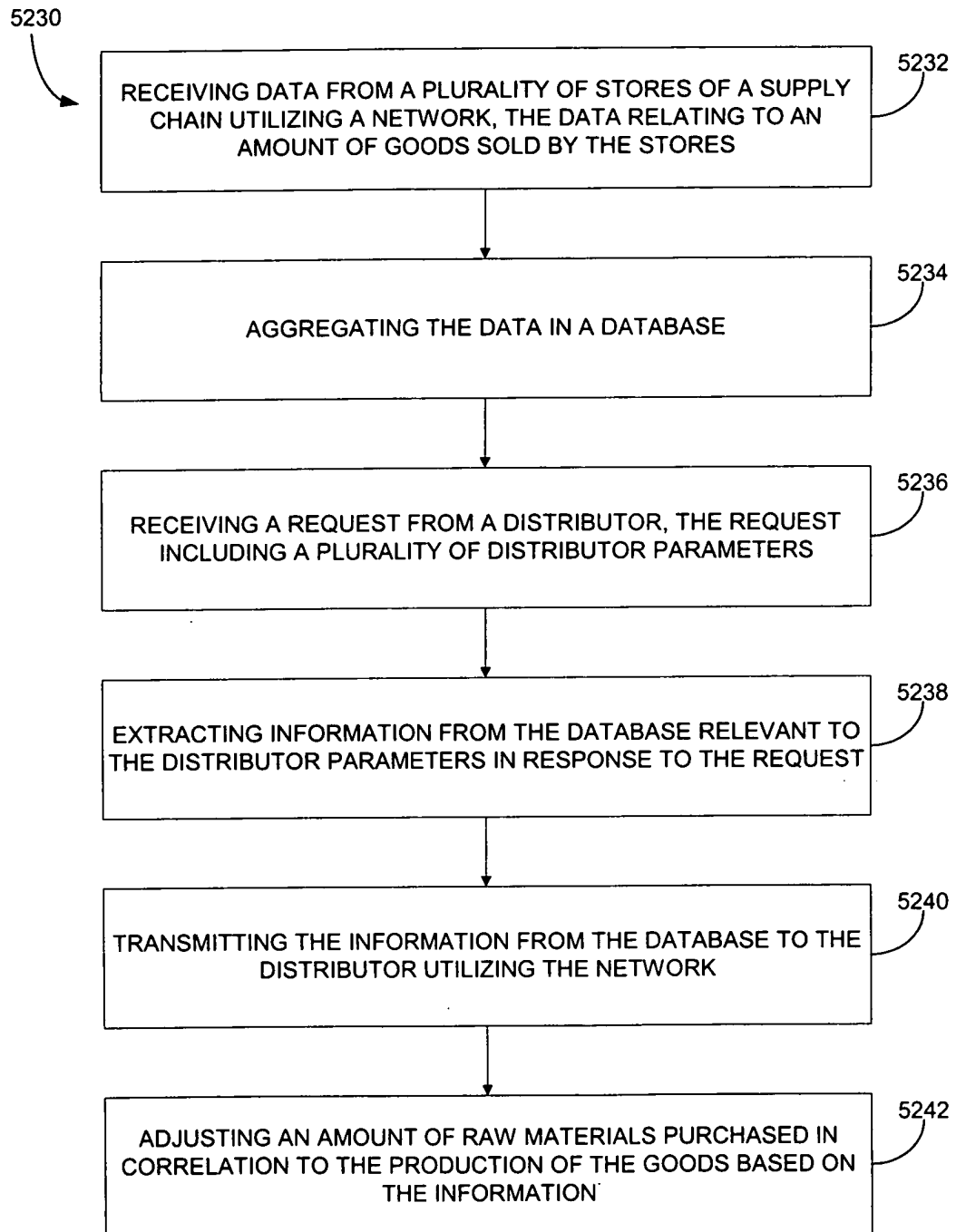


FIG. 52

FIG. 53

REPORT - CEDAR RAPIDS

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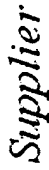
REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| Local Promotion Option | ADI | Start Date | Projected Dly Usage | Duration (In Weeks) | | Participating Rest Count | Non-Participating Restaurants |
|---------------------------------|-----|------------|---------------------|---------------------|-----|--------------------------|-------------------------------|
| | | | | | | | |
| 32 oz. Motor Cup | | | | | | | |
| Chicago, IL | | 5/1/00 | 85 | 99 | 8 | | |
| Davenport-Ri-Moline, IA | | 6/1/00 | 85 | 32 | 17 | | |
| Des Moines-Ames, IA | | 7/10/00 | 85 | 17 | 28 | | |
| Omaha, NE | | 7/10/00 | 85 | 17 | 60 | | |
| Peoria, IL | | 6/1/00 | 85 | 99 | 17 | | |
| Sioux City, IA | | 6/26/00 | 85 | 99 | 10 | | |
| Springfield-Decatur-Chmpg, IL | | 6/1/00 | 85 | 99 | 1 | | |
| 32 oz. Motor Cup Total | | | | | 131 | | |
| Big King | | | | | | | |
| Cedar Rapids-Waterloo-Dubuq, IA | | 4/15/00 | | 99 | 19 | | |
| Davenport-Ri-Moline, IA | | 4/15/00 | | 99 | 17 | | |
| Ottumwa-Kirkville, IA | | 4/15/00 | | 99 | 3 | | |
| Big King Total | | | | | 39 | | |
| Pancake Minis | | | | | | | |
| Chicago, IL | | 5/15/00 | 20 | 99 | 8 | | |
| Peoria, IL | | 5/1/00 | 20 | 99 | 17 | | |
| Sioux City, IA | | 4/15/00 | 20 | 99 | 10 | | |
| Pancake Minis Total | | | | | 35 | | |

FIG. 54



5500

Retrieve

 HOME

Help

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

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[illegible]

FIG. 55

RSI

Member

OLOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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| DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340 | 4439 | REGISTER TAPE-THERMAL 2.26" X 165' | \$21.27 | \$1.57 | \$22.84 |
| 12860 | 3586 | SUGAR SUBSTITUTE PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 18886 | 369 | SAUCE-BULK-KRAFTBULLSEYE | \$24.48 | \$1.57 | \$26.05 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20788 | 67 | MUSTARD-BULK 3GAL | \$6.46 | \$1.57 | \$8.02 |
| 20940 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 86 | SAUCE-BULK MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24500 | 4270 | WATER-ICE MOUNTAIN .5L | \$8.41 | \$1.57 | \$7.98 |

Internet

FIG. 56

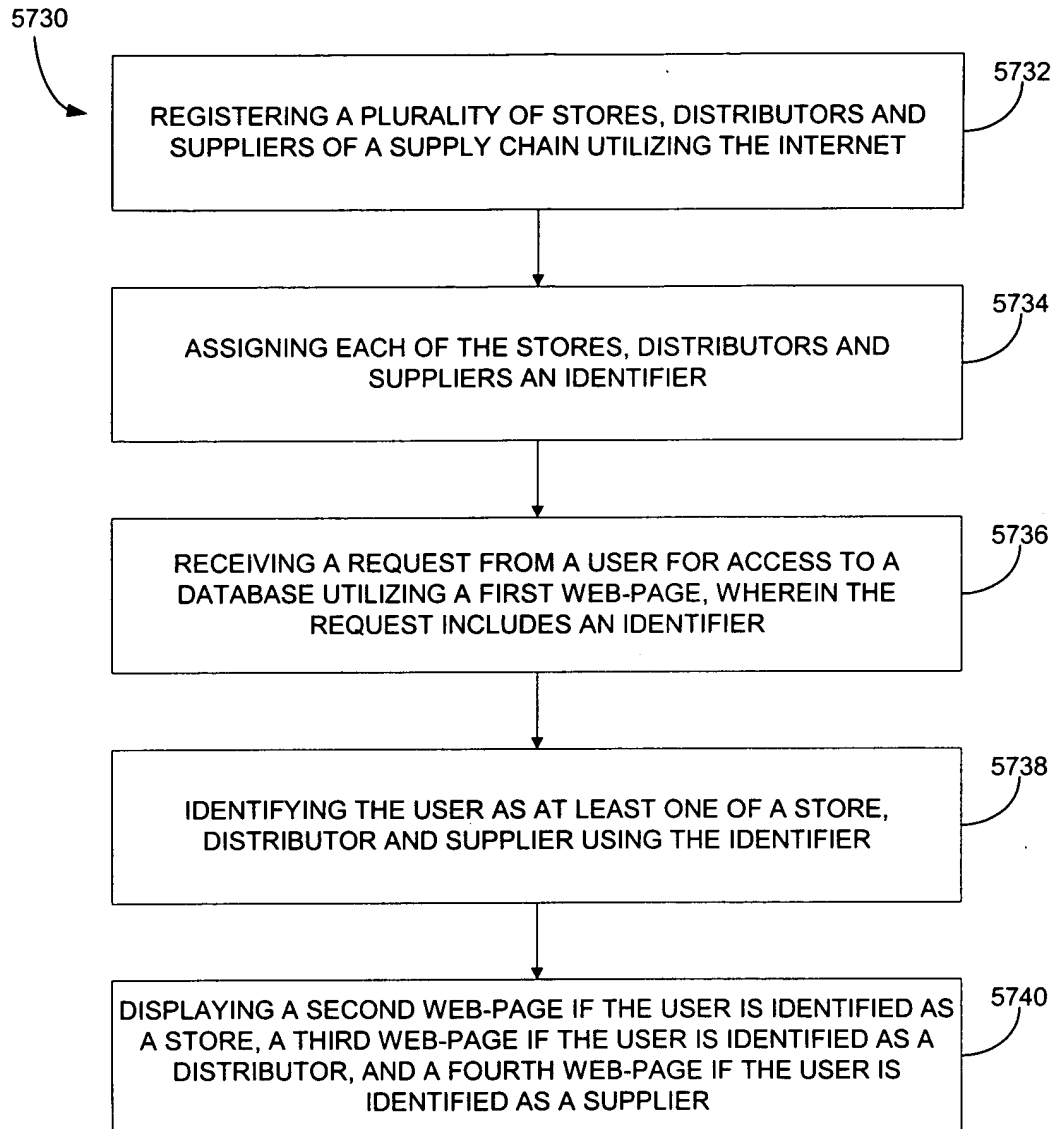


FIG. 57

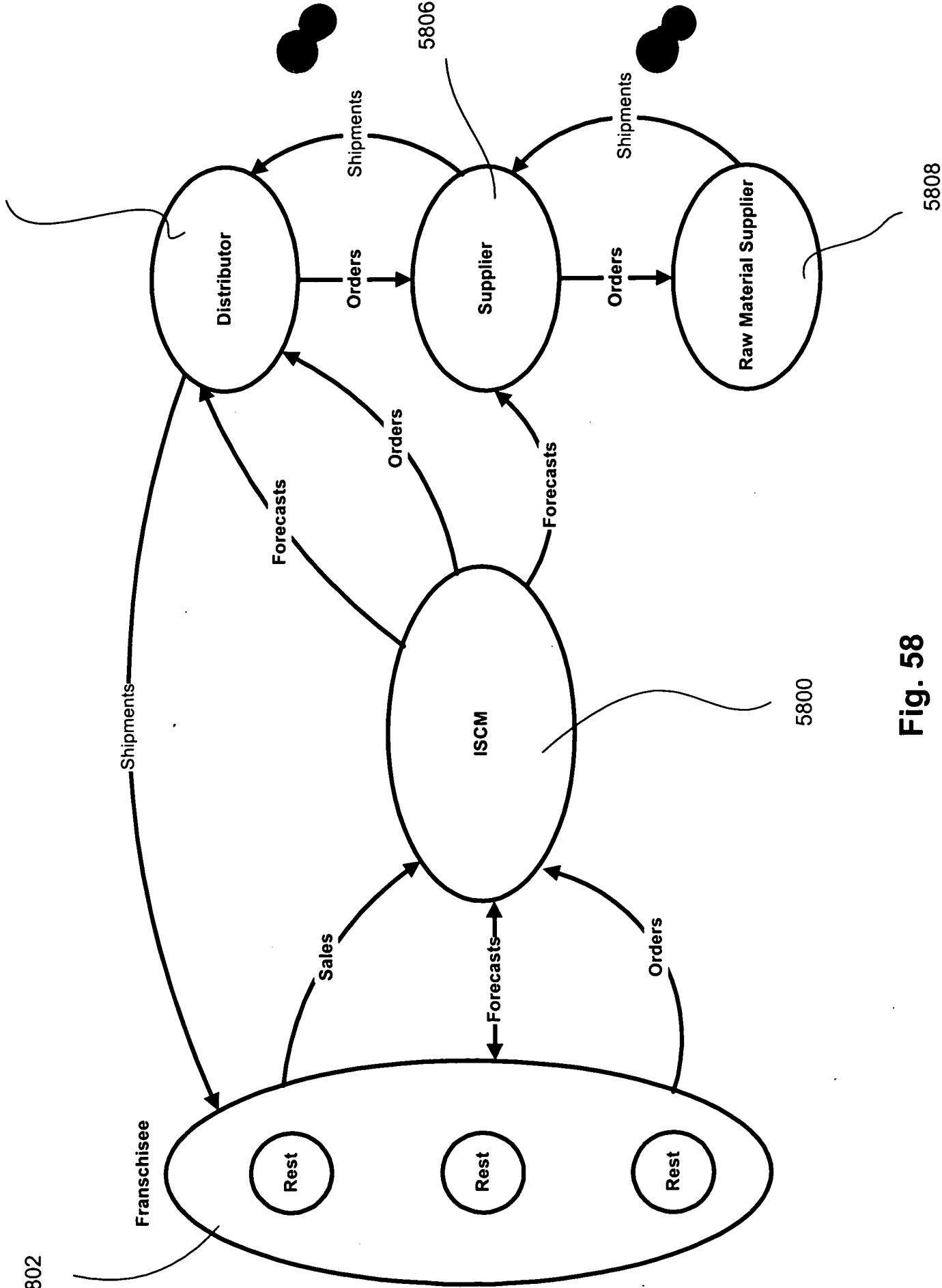


Fig. 58

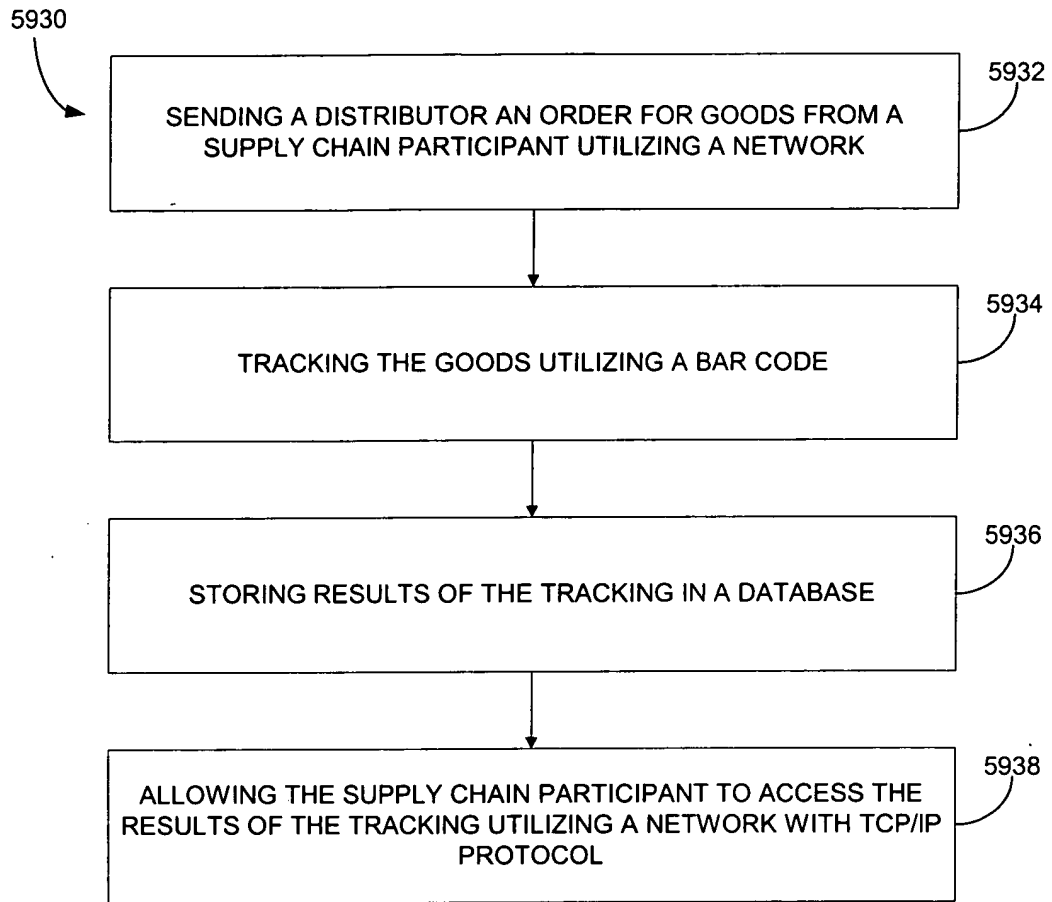


FIG. 59

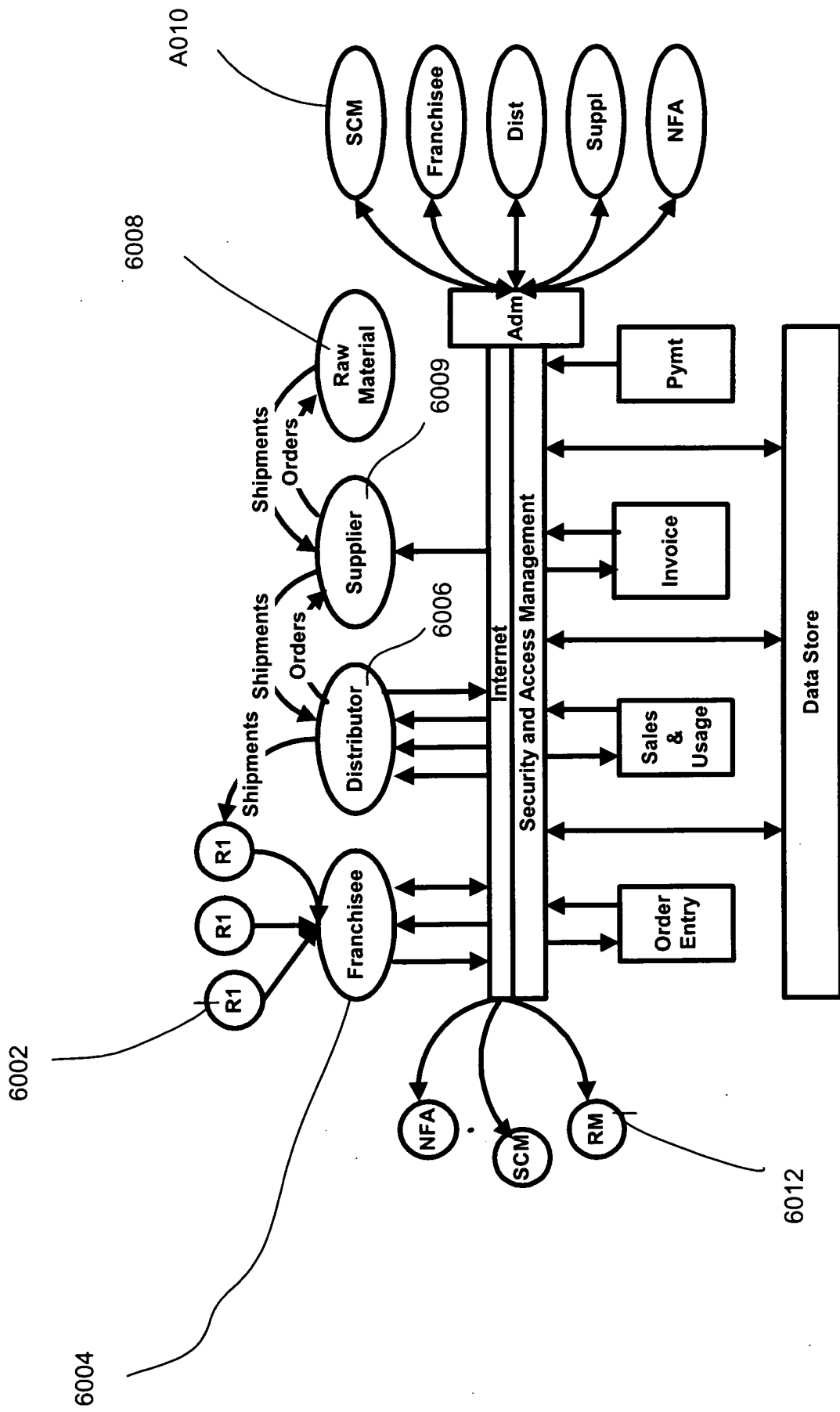


Fig. 60

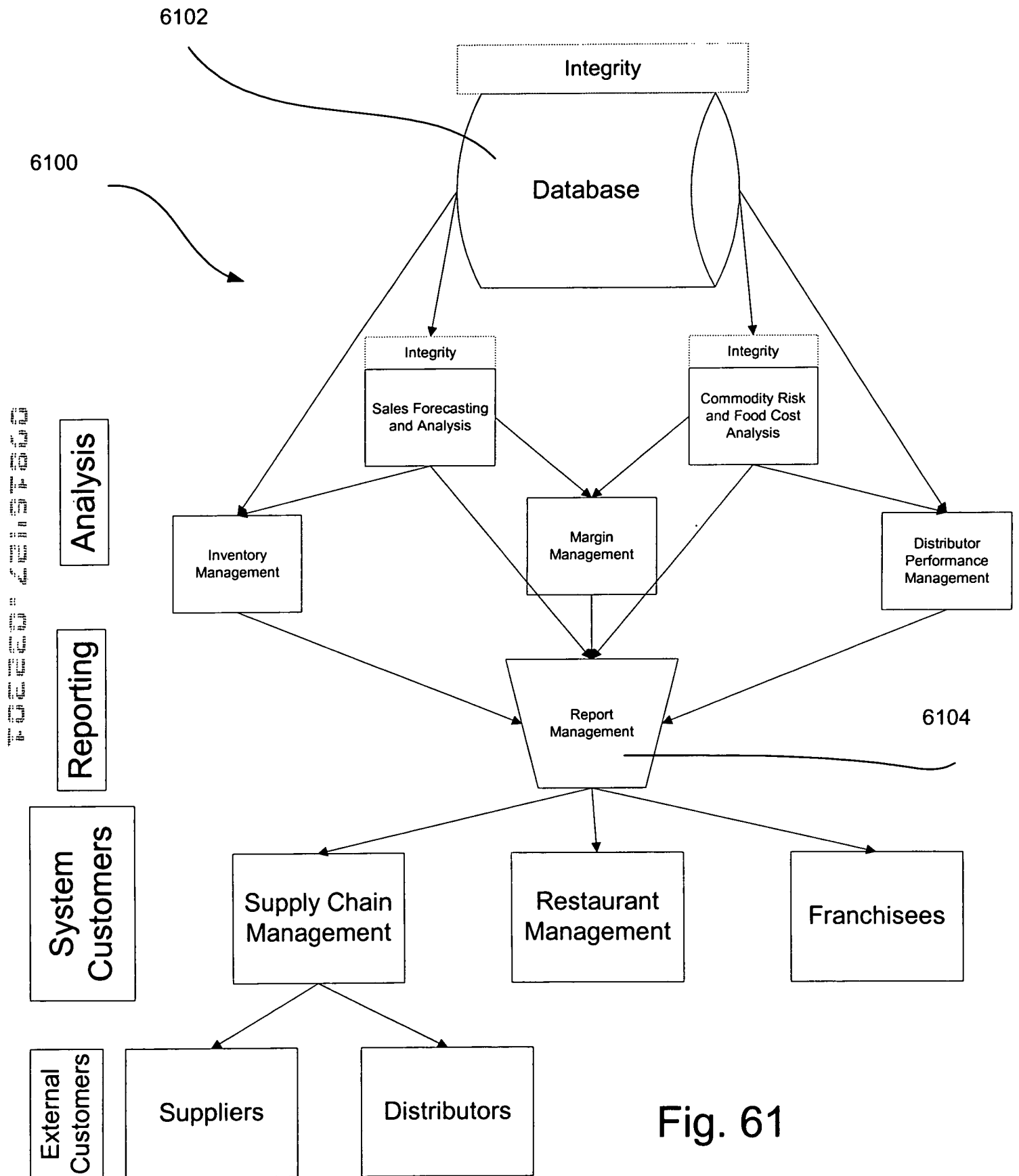


Fig. 61

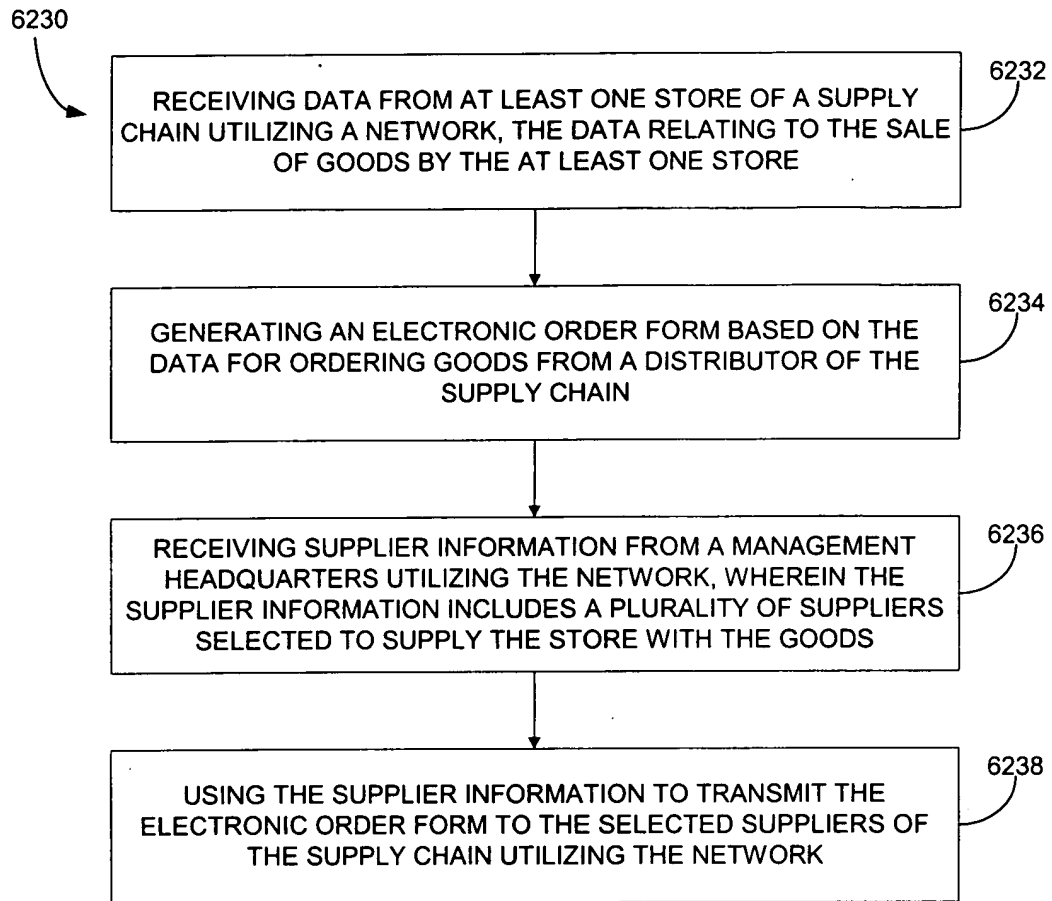


FIG. 62

6300

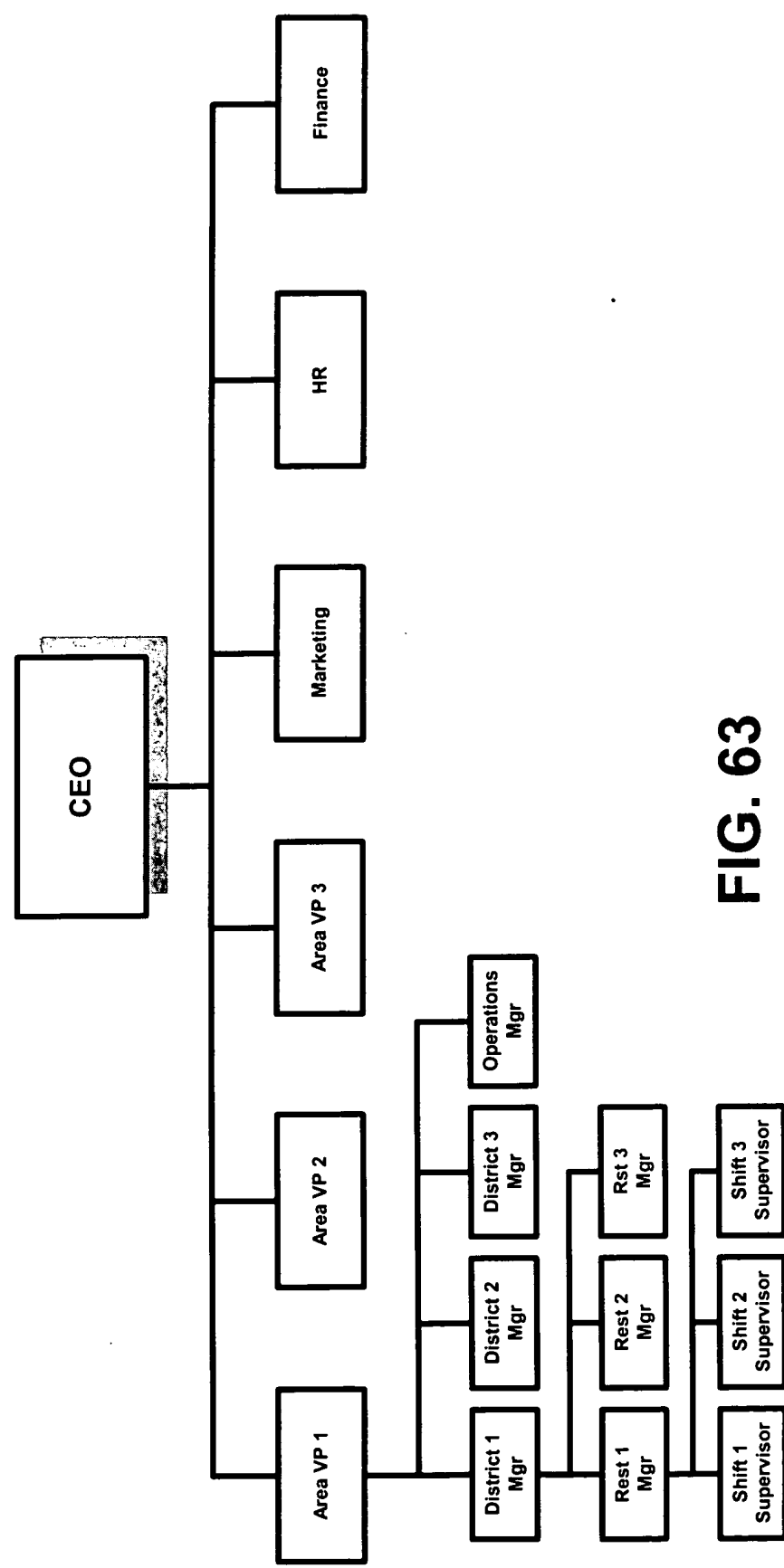


FIG. 63

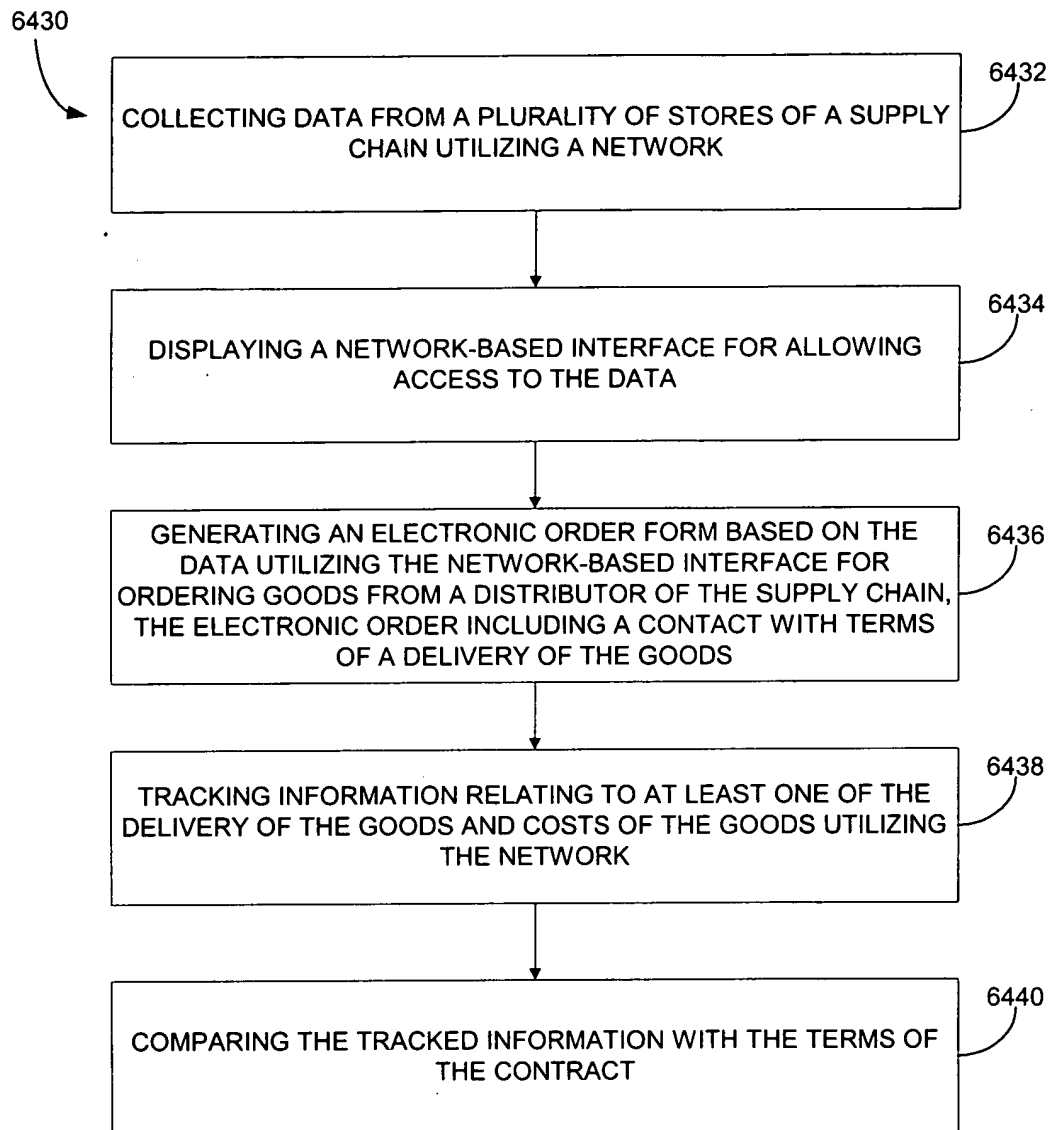


FIG. 64

6530

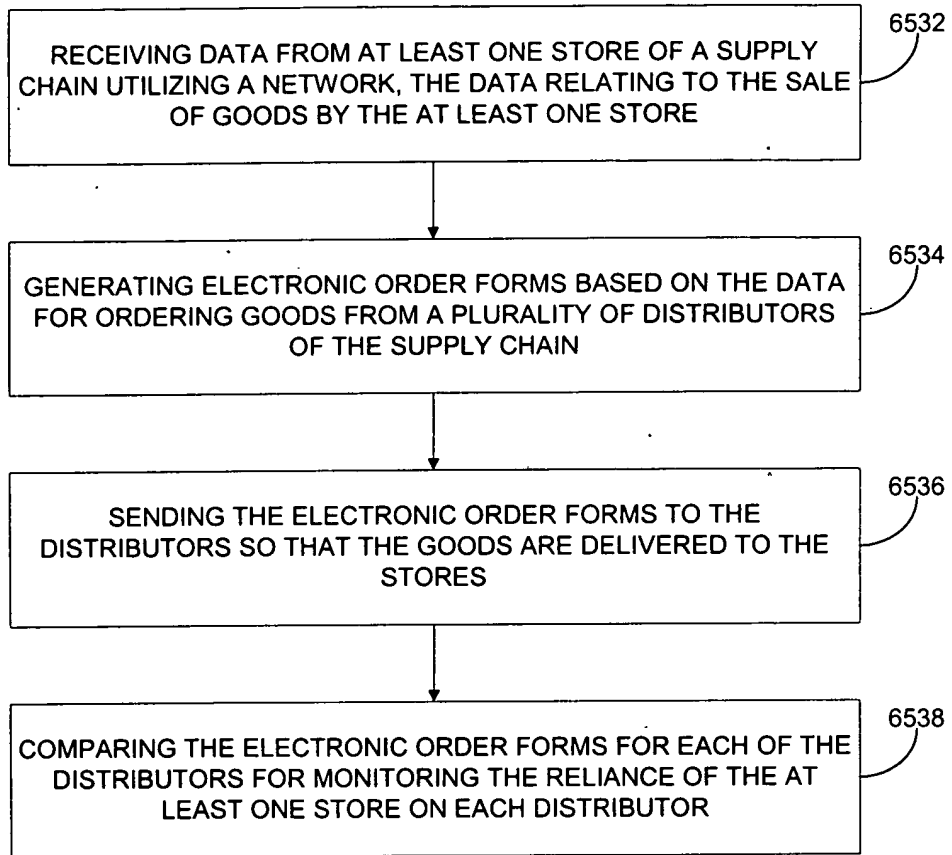


FIG. 65

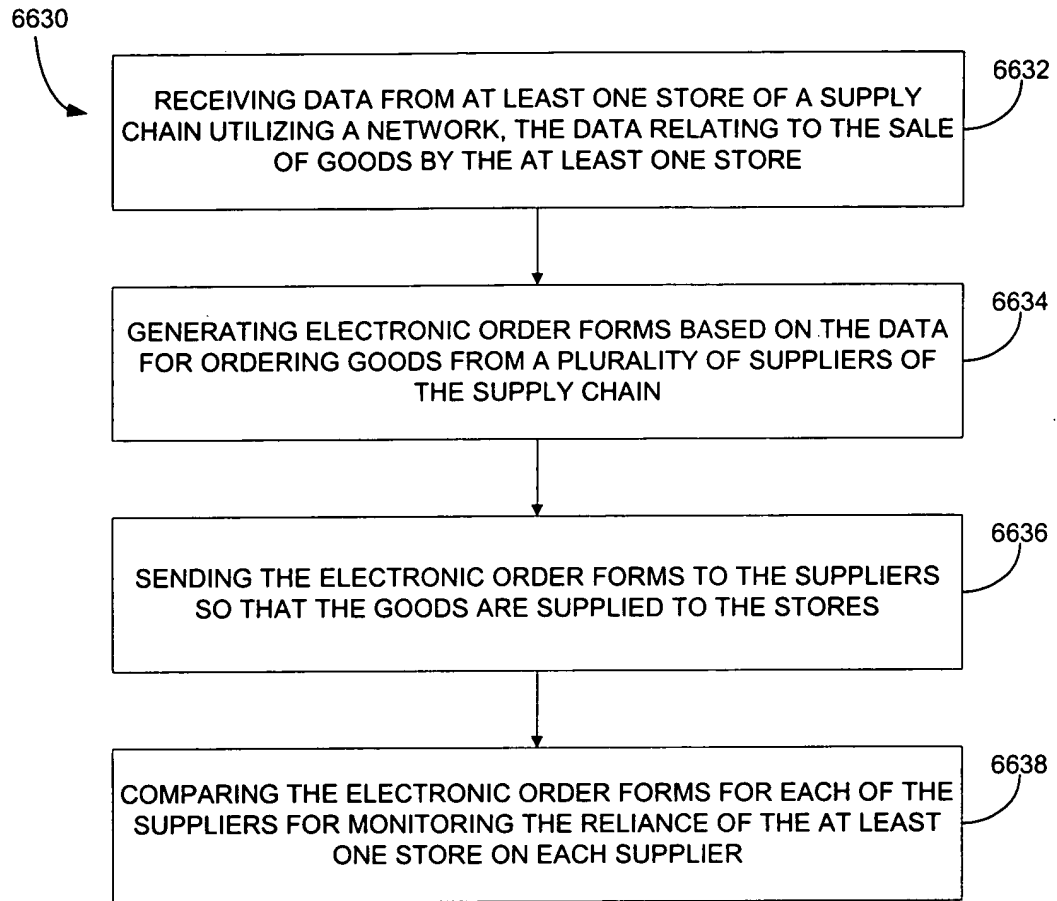


FIG. 66

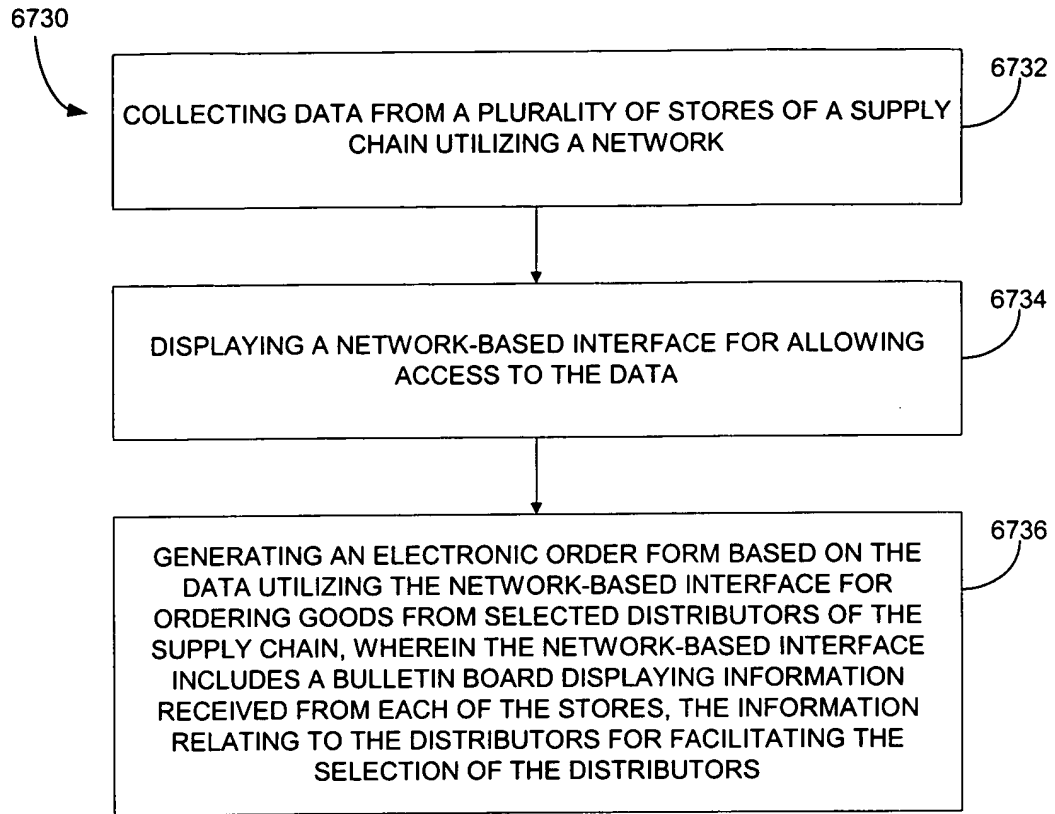


FIG. 67

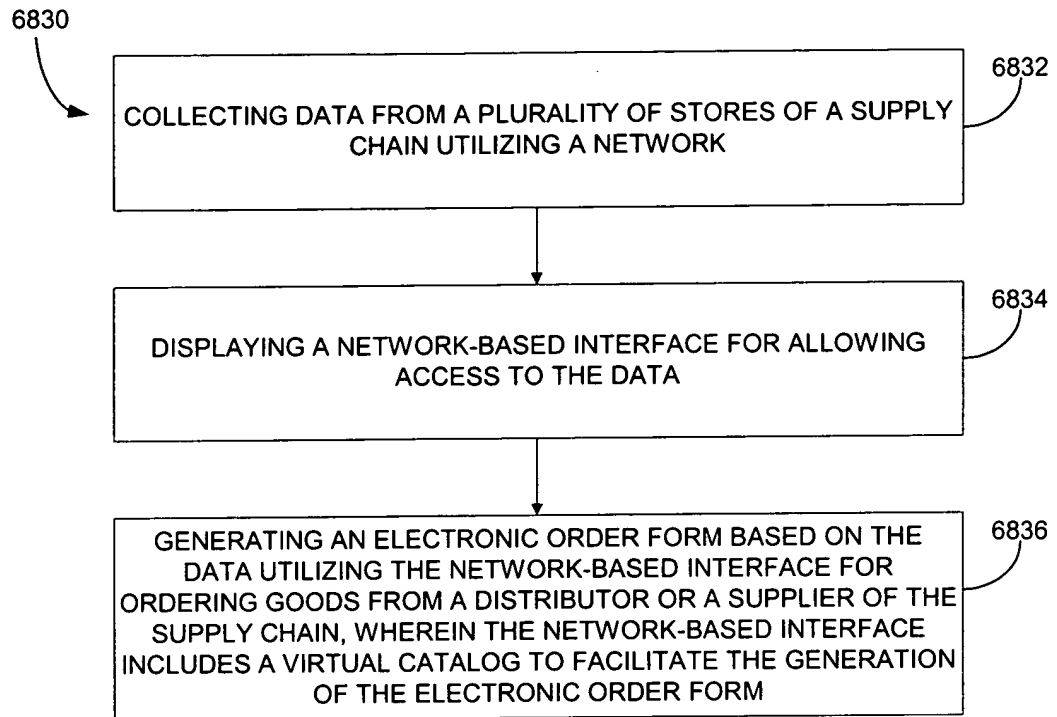


FIG. 68

6900

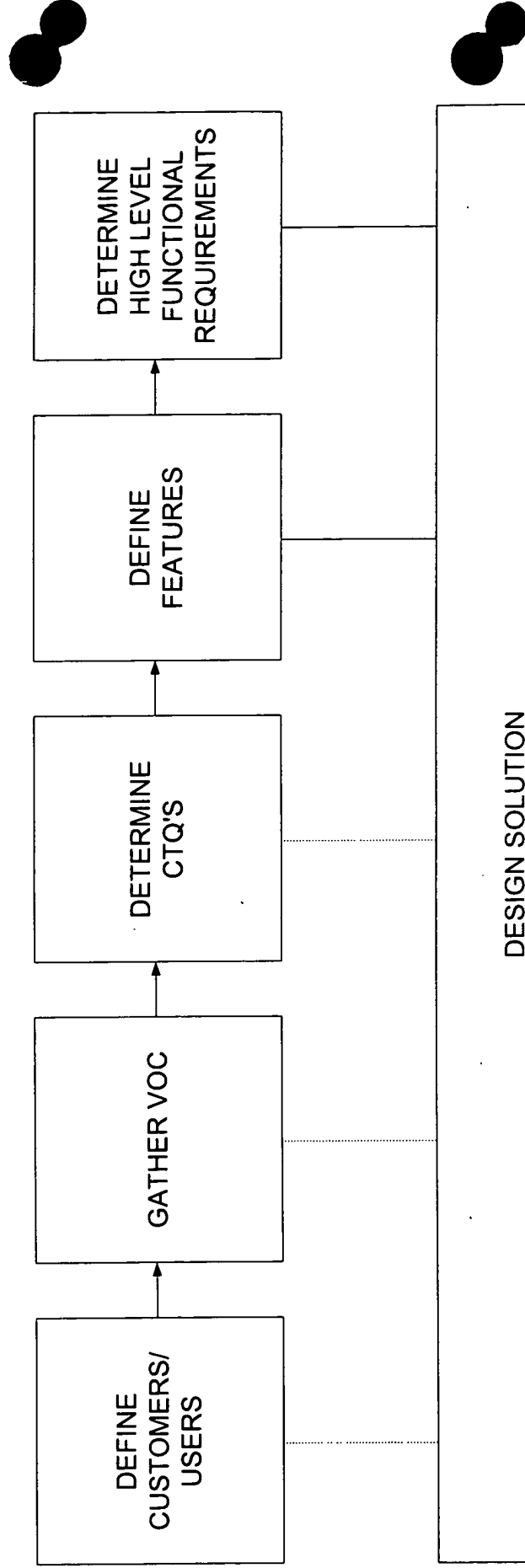


FIG. 69

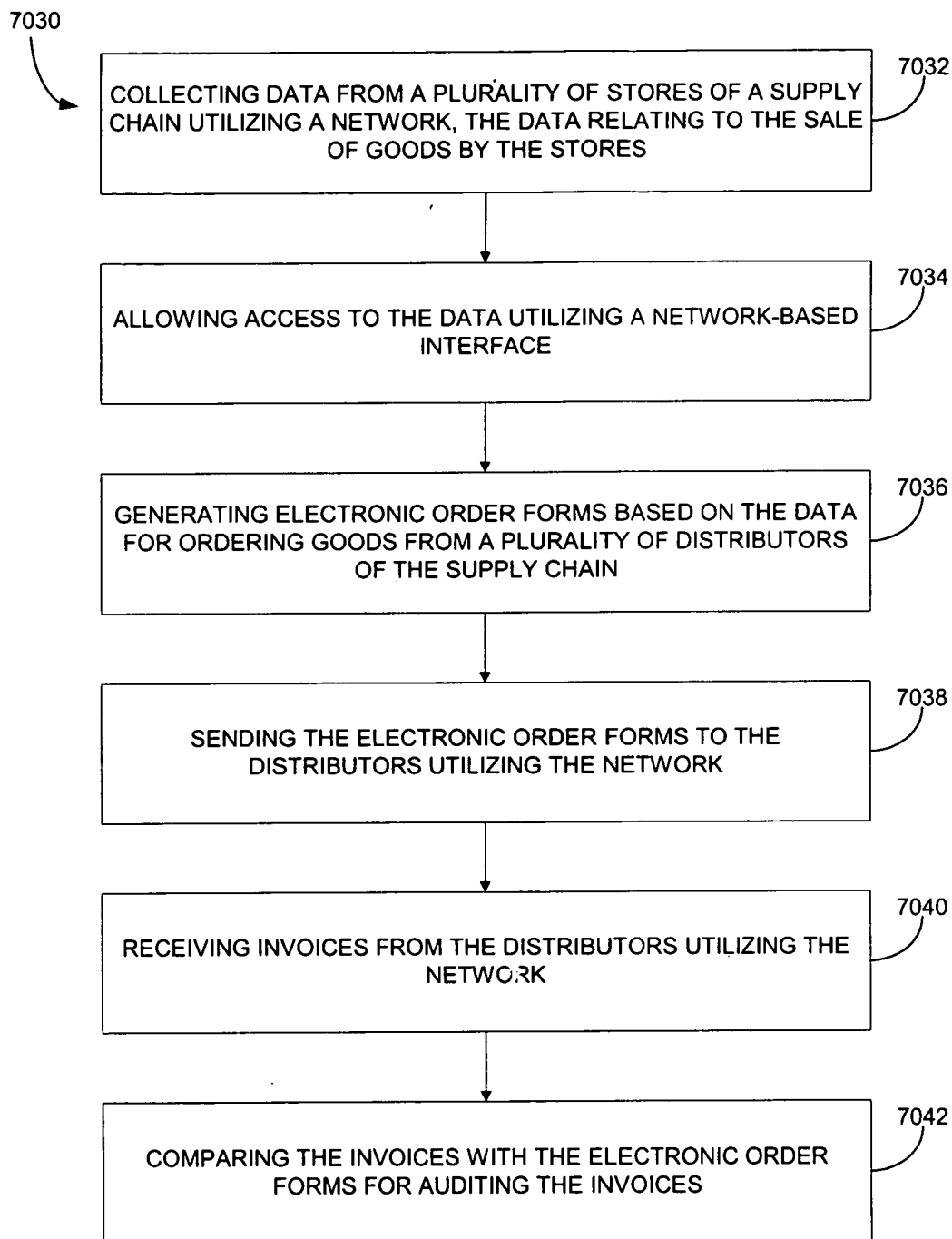


FIG. 70

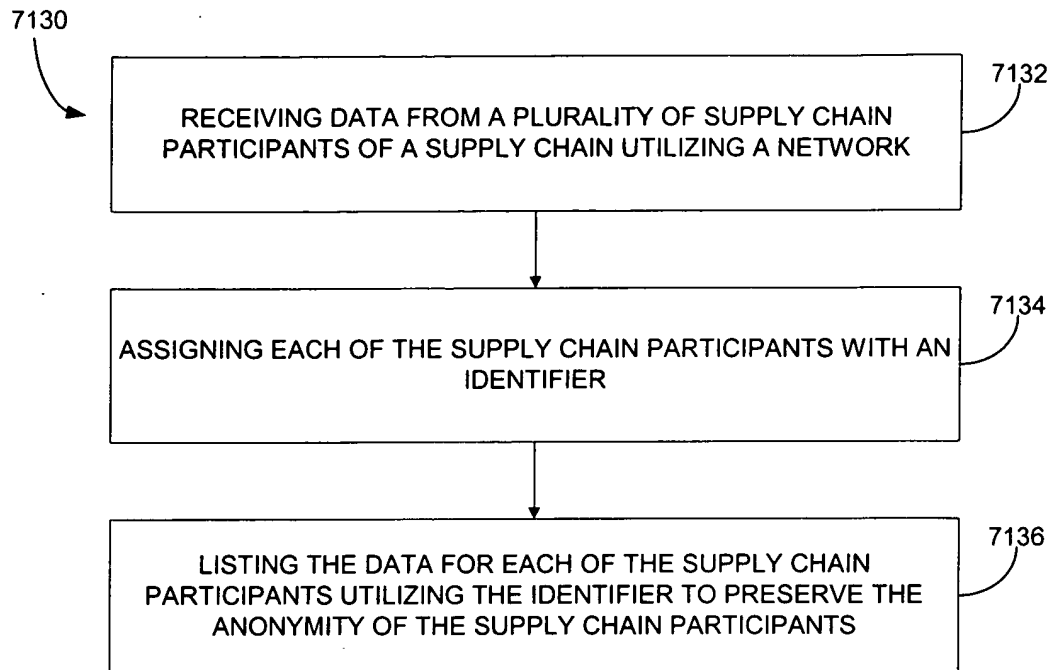


FIG. 71

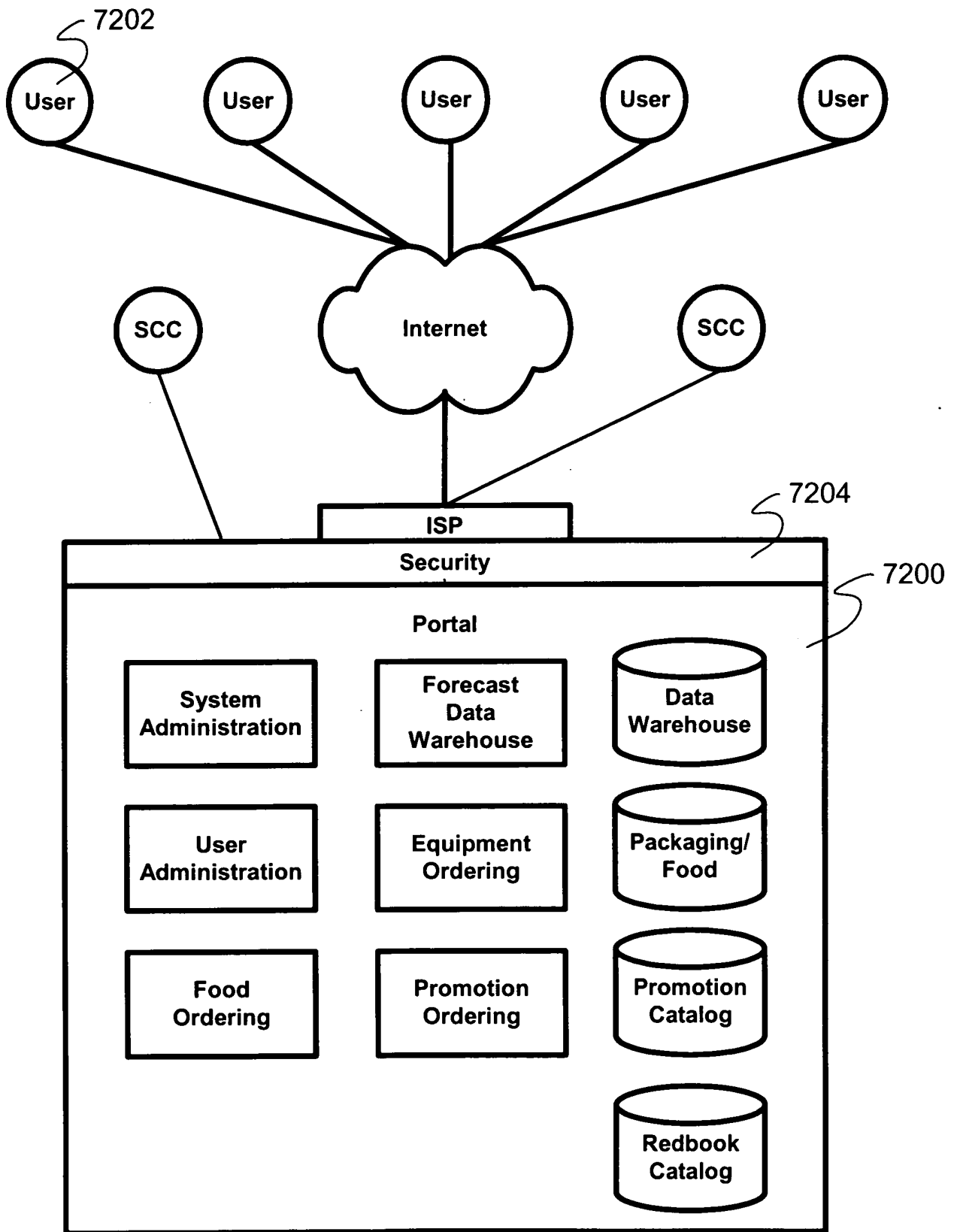


FIG. 72

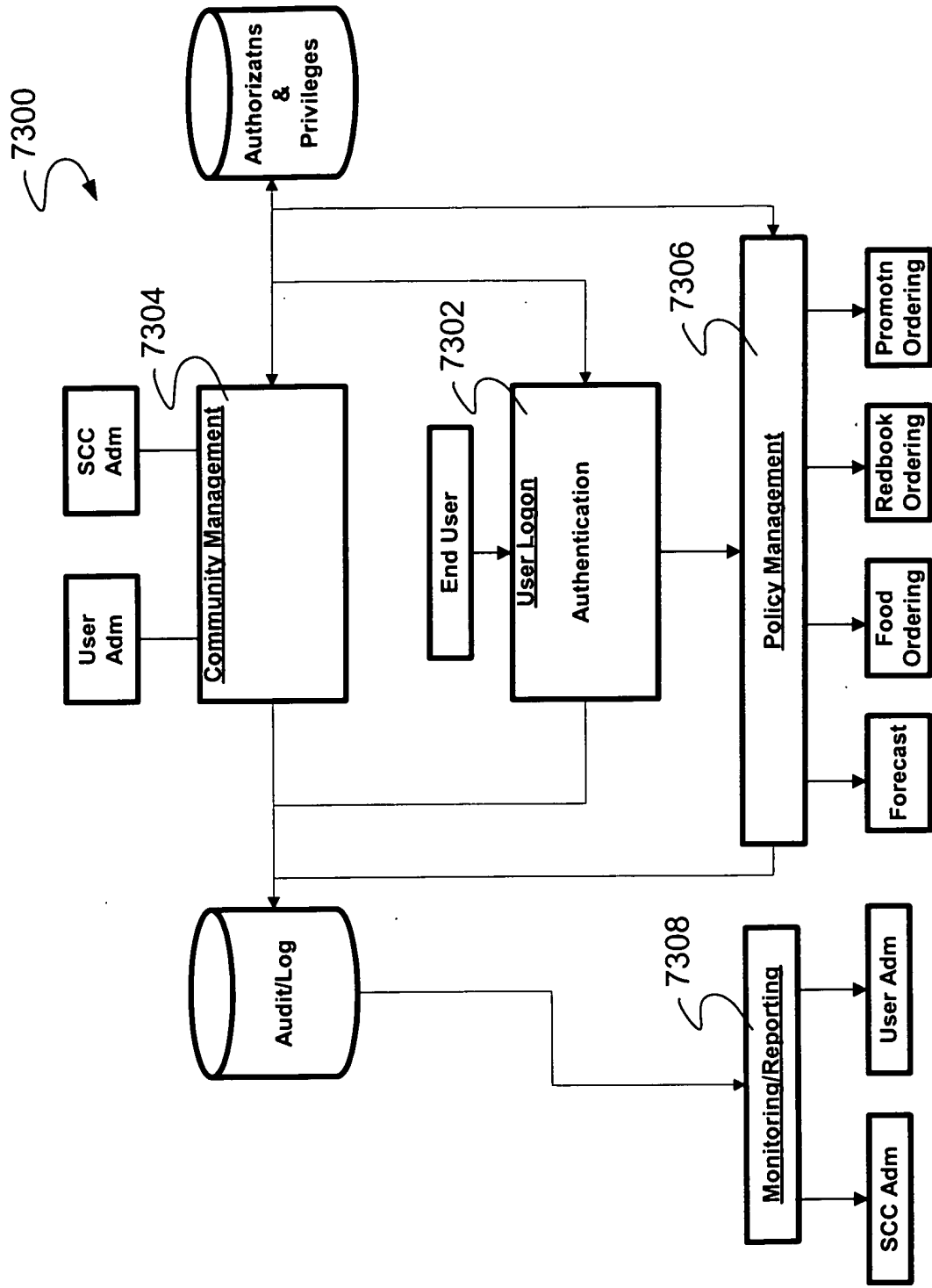


FIG. 73

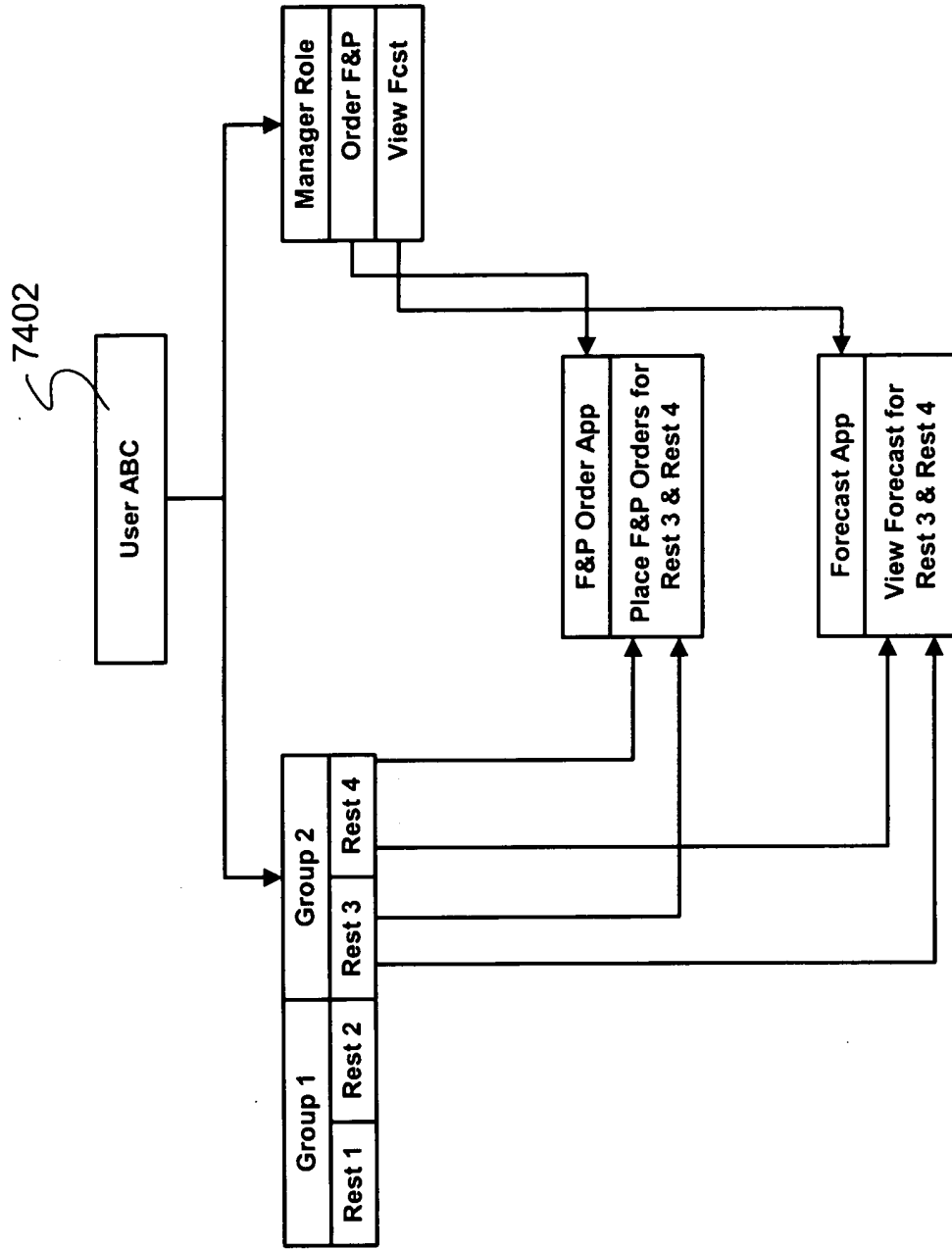


FIG. 74

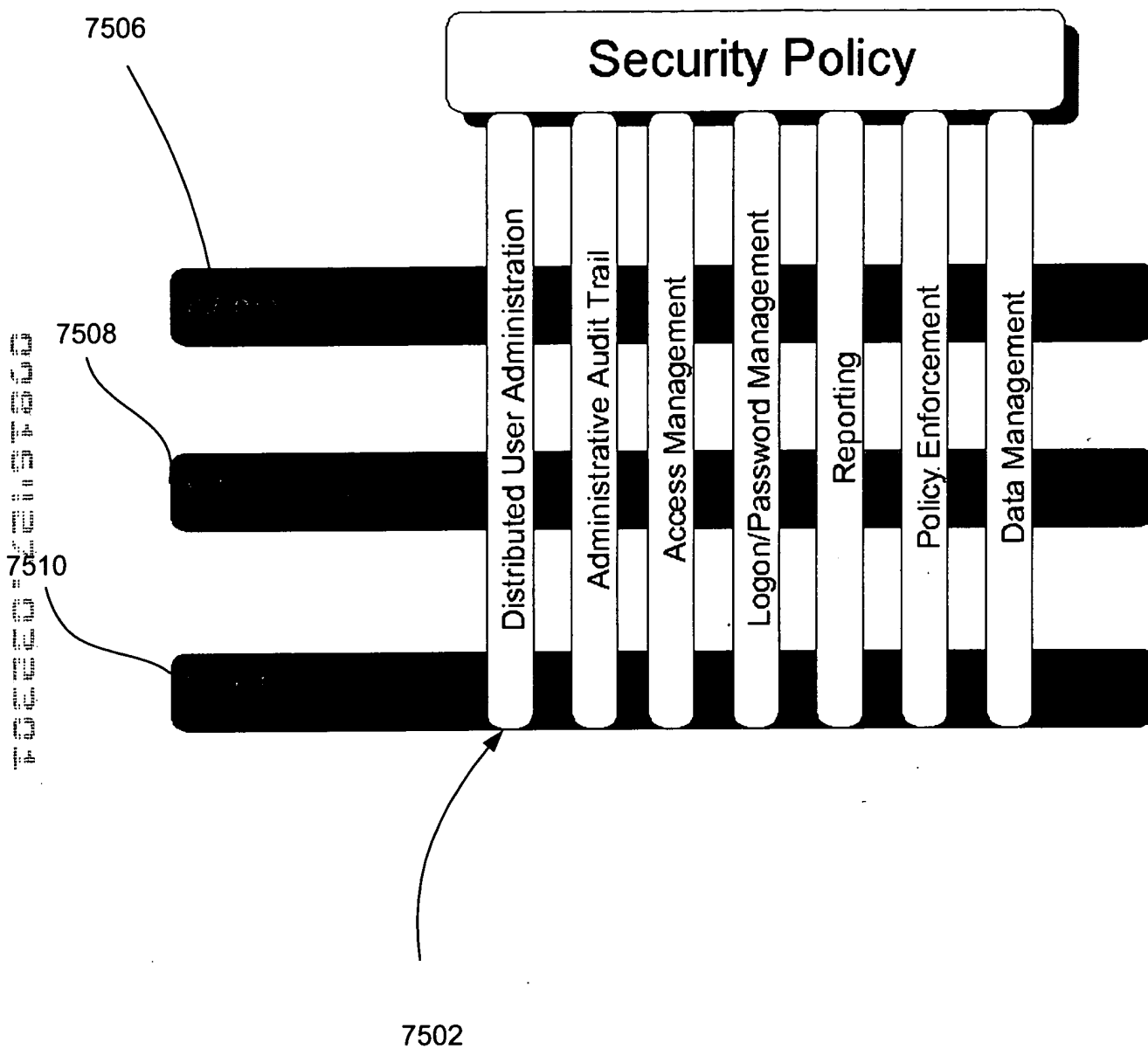


Fig. 75

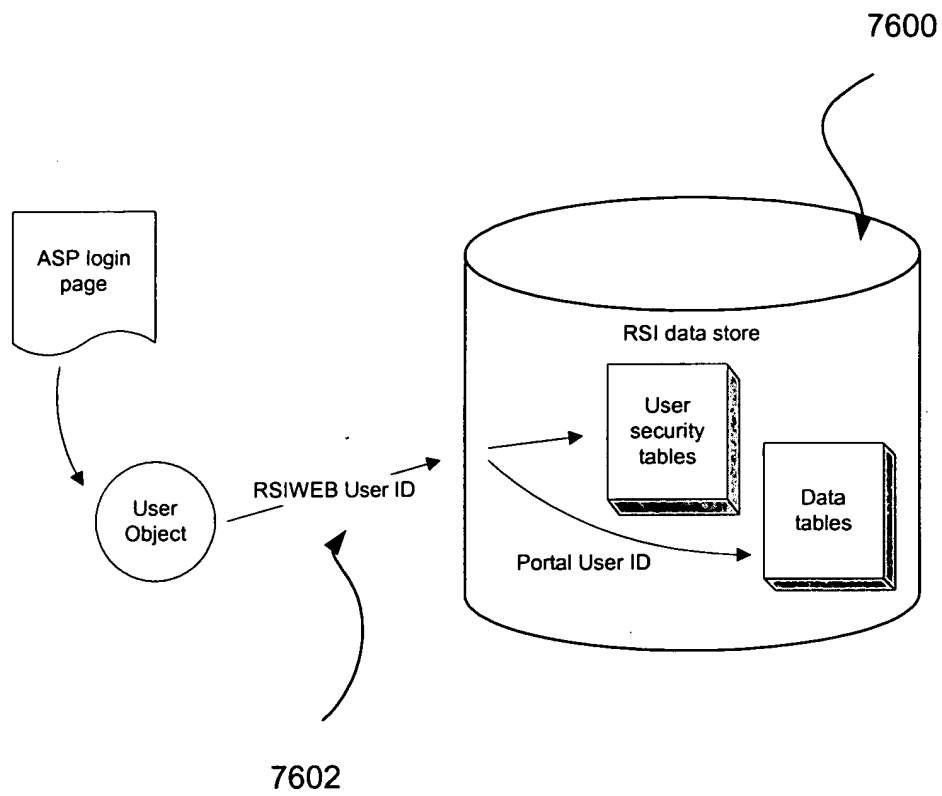


Fig. 76

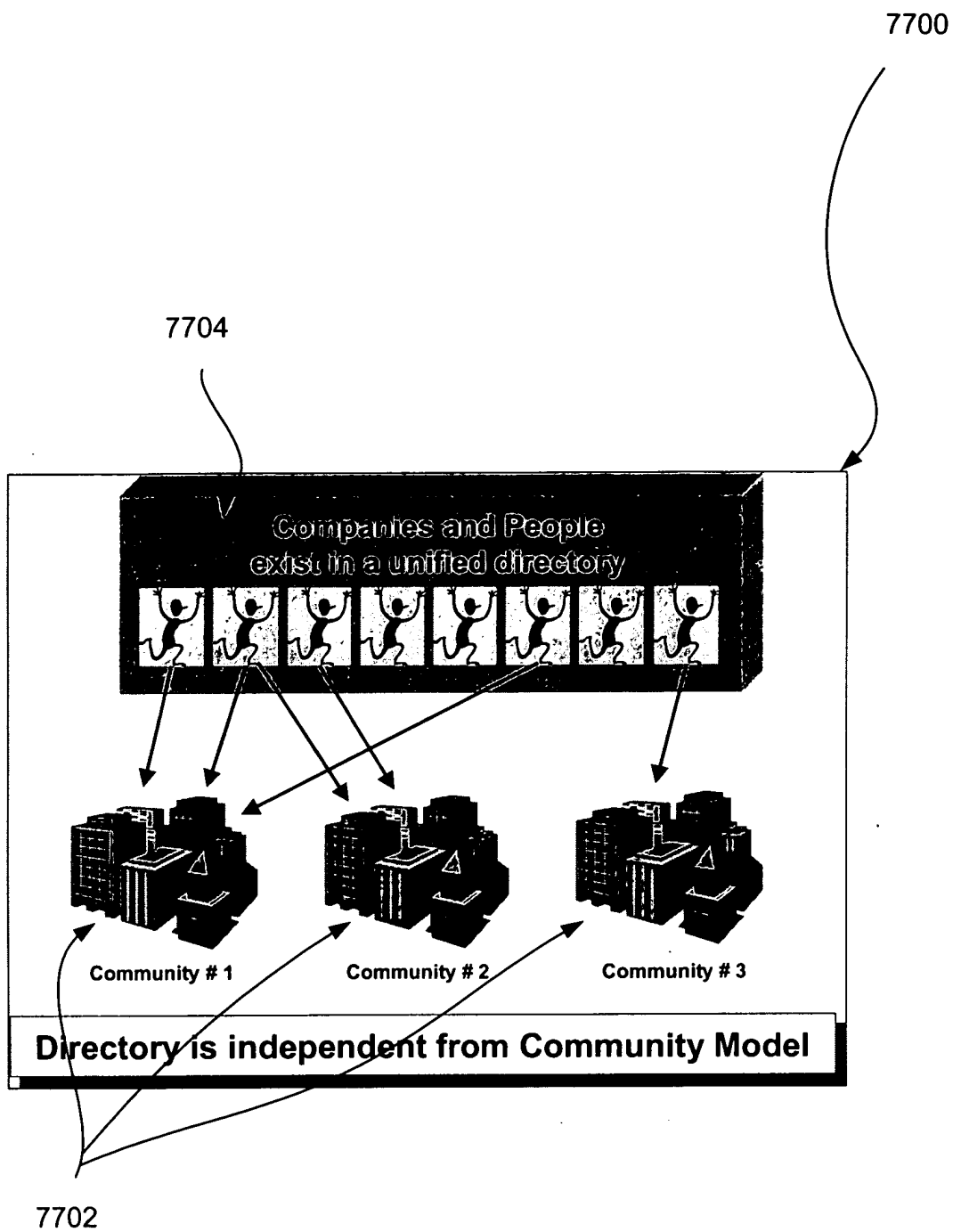


Fig. 77

7800

7802

7804

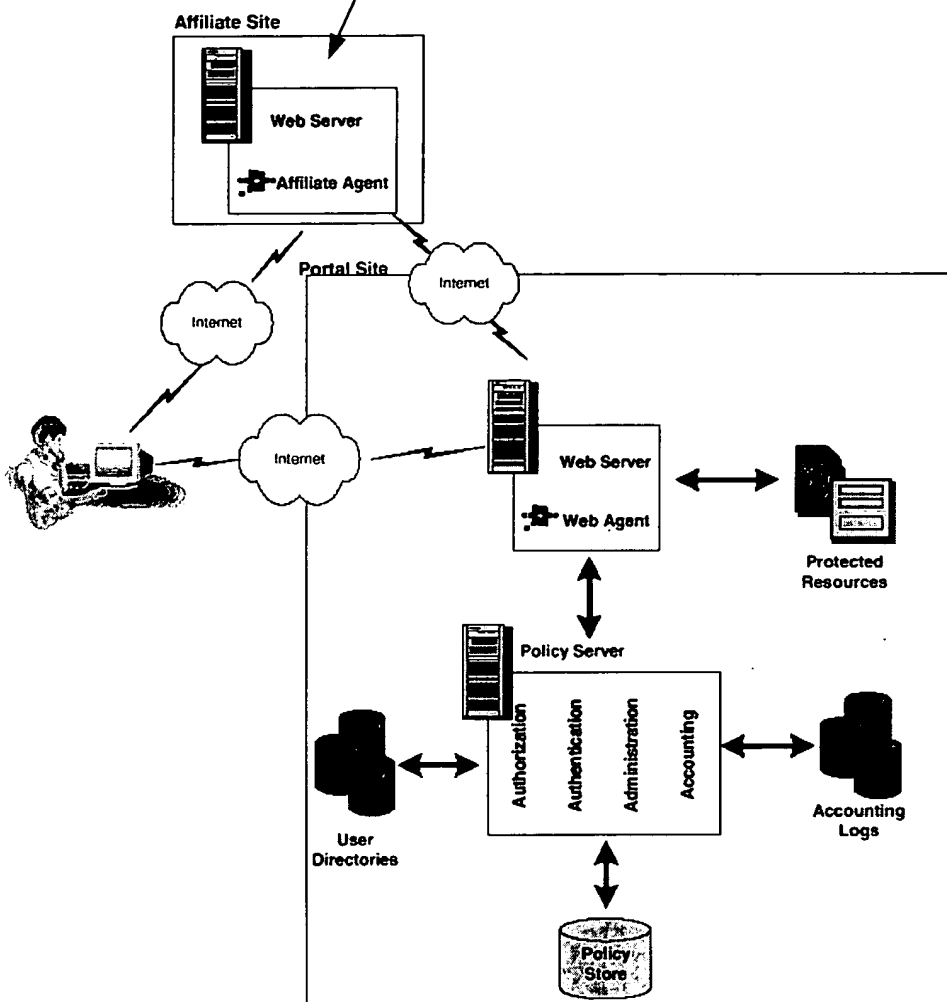


Fig. 78

7900

7902

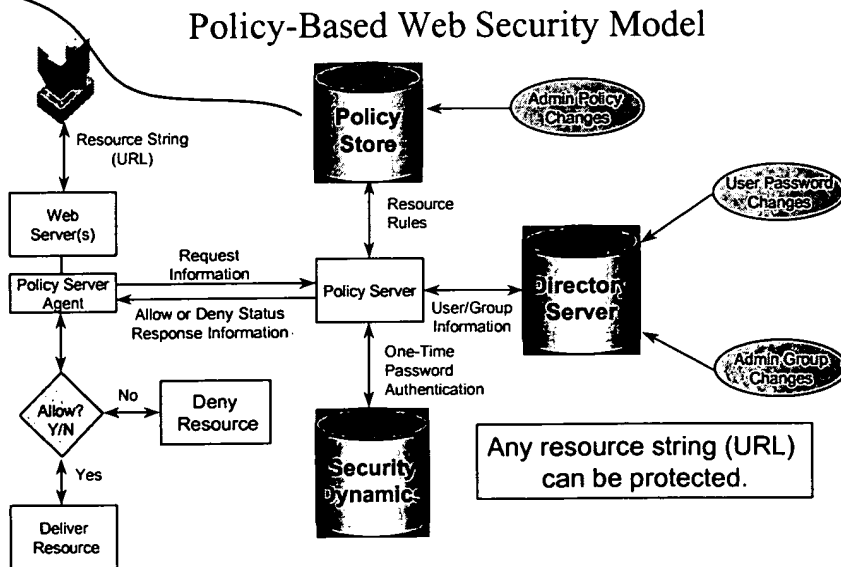


Fig. 79

8030

REGISTERING A PLURALITY OF USERS INCLUDING SUPPLIERS,
DISTRIBUTORS, AND STORES OF A SUPPLY CHAIN UTILIZING A
NETWORK

8032

MAINTAINING THE REGISTERED USERS ON A LIST

8034

COLLECTING DATA FROM A PLURALITY OF STORES OF THE
SUPPLY CHAIN UTILIZING THE NETWORK

8036

UPDATING THE LIST TO ADD, EDIT, AND DELETE THE USERS
UTILIZING THE NETWORK

8038

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING
THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

8040

COMPARING THE IDENTIFIER AGAINST THE LIST

8042

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING
ACCESS TO THE DATA UPON THE SUCCESSFUL COMPARISON OF
THE IDENTIFIER AGAINST THE LIST

8042

FIG. 80

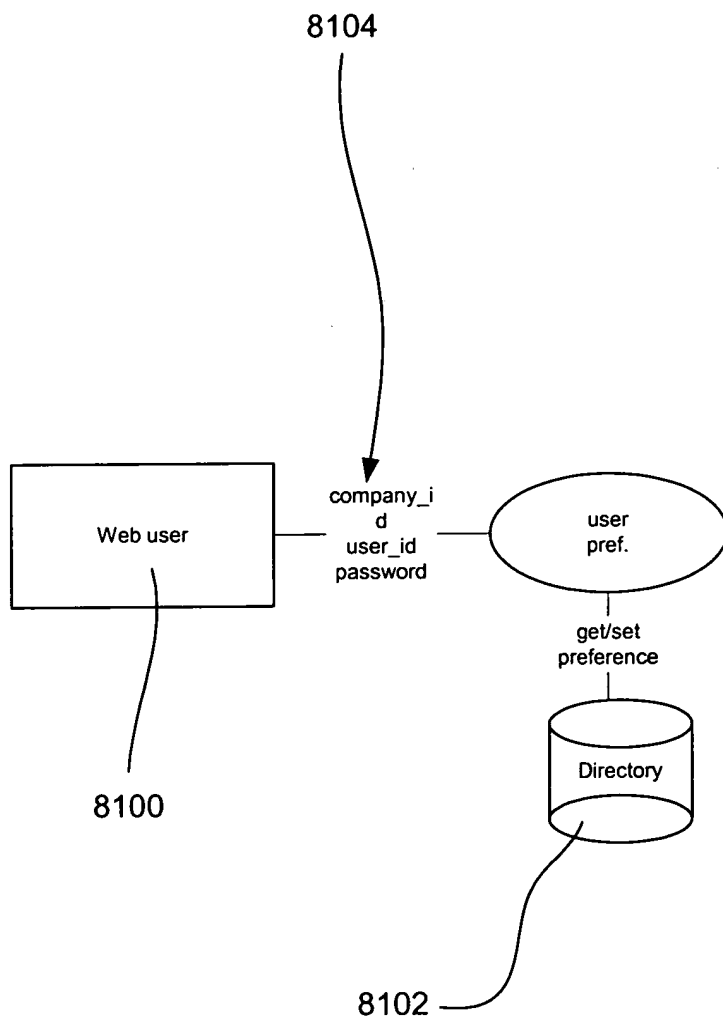


Fig. 81

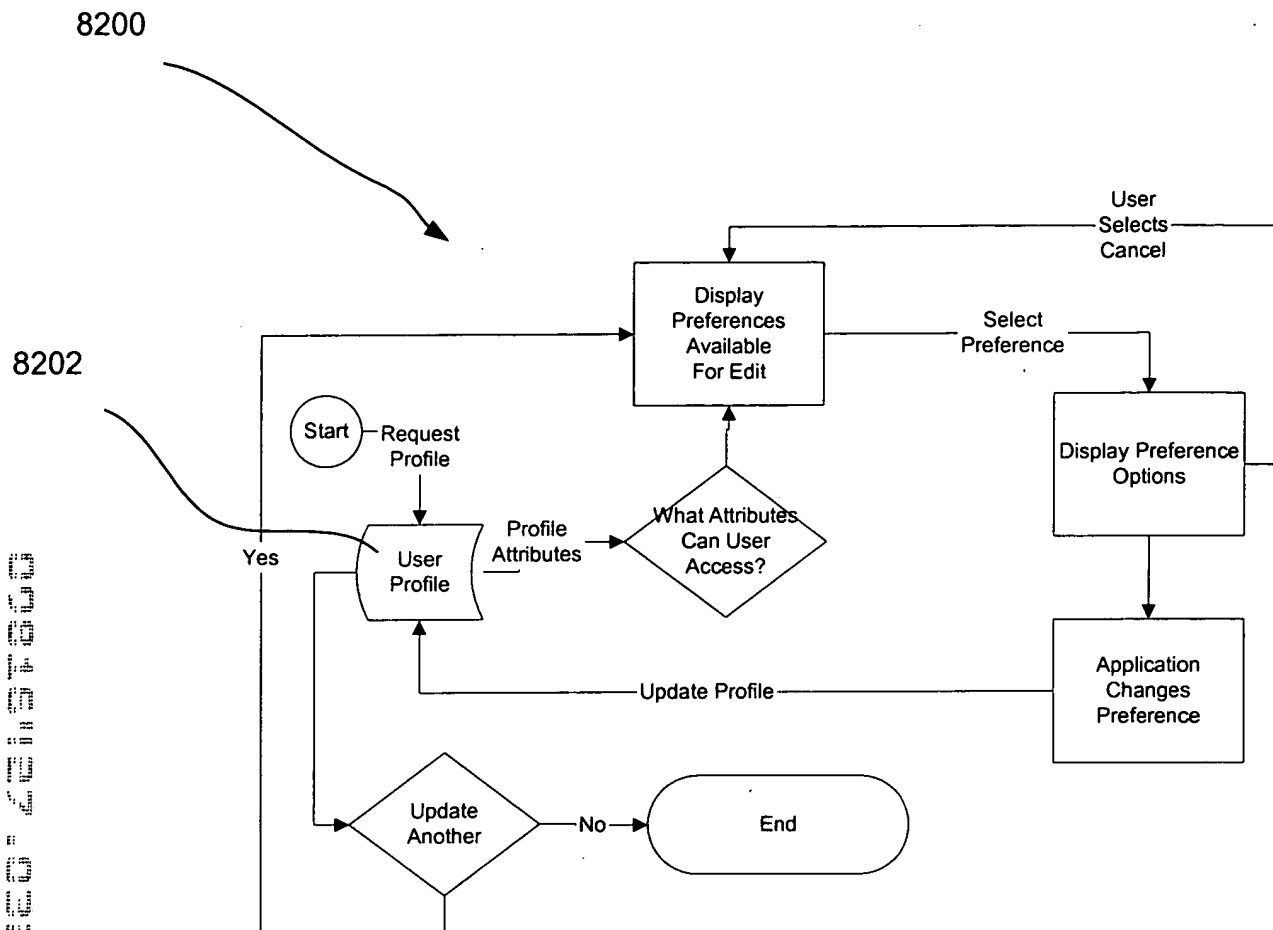


Fig. 82

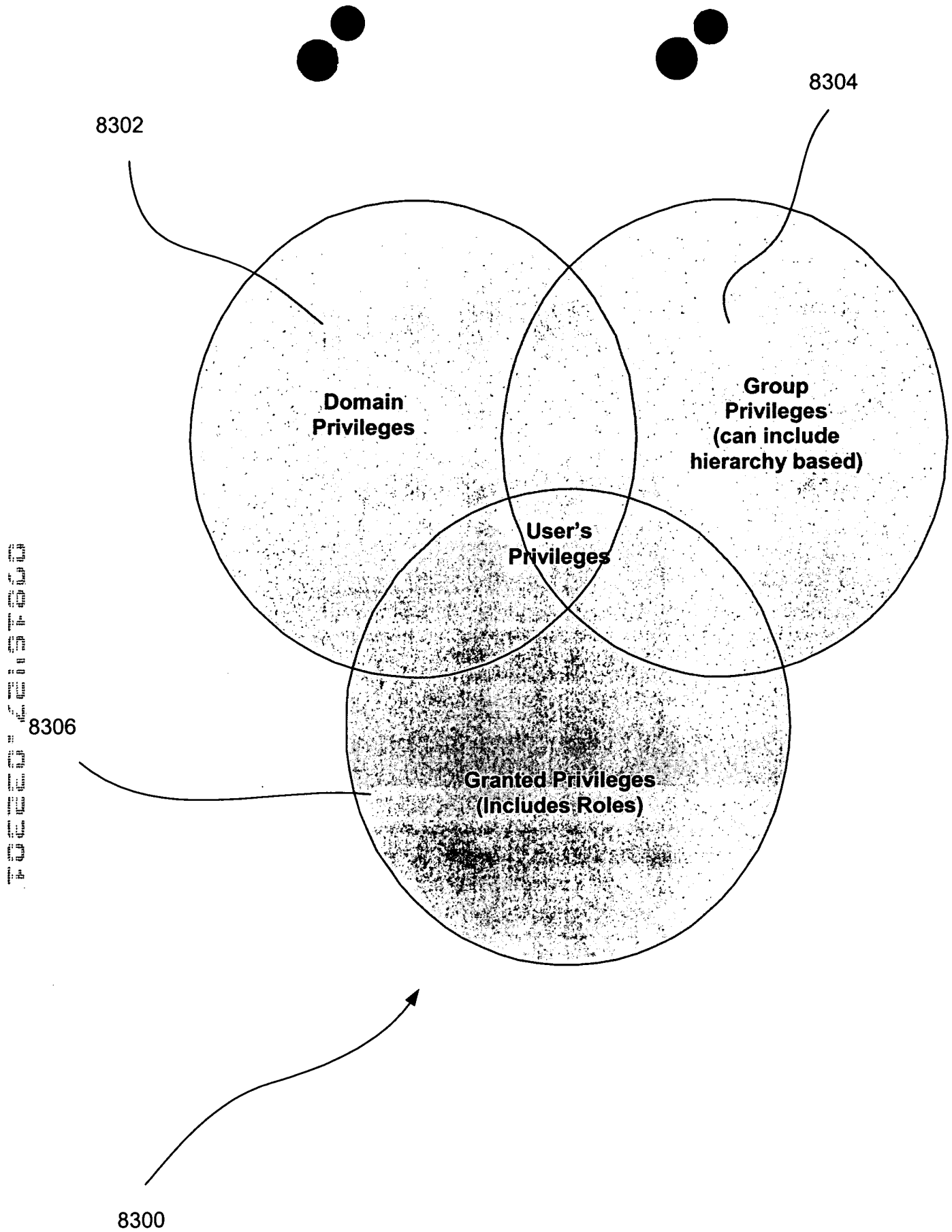


Fig. 83

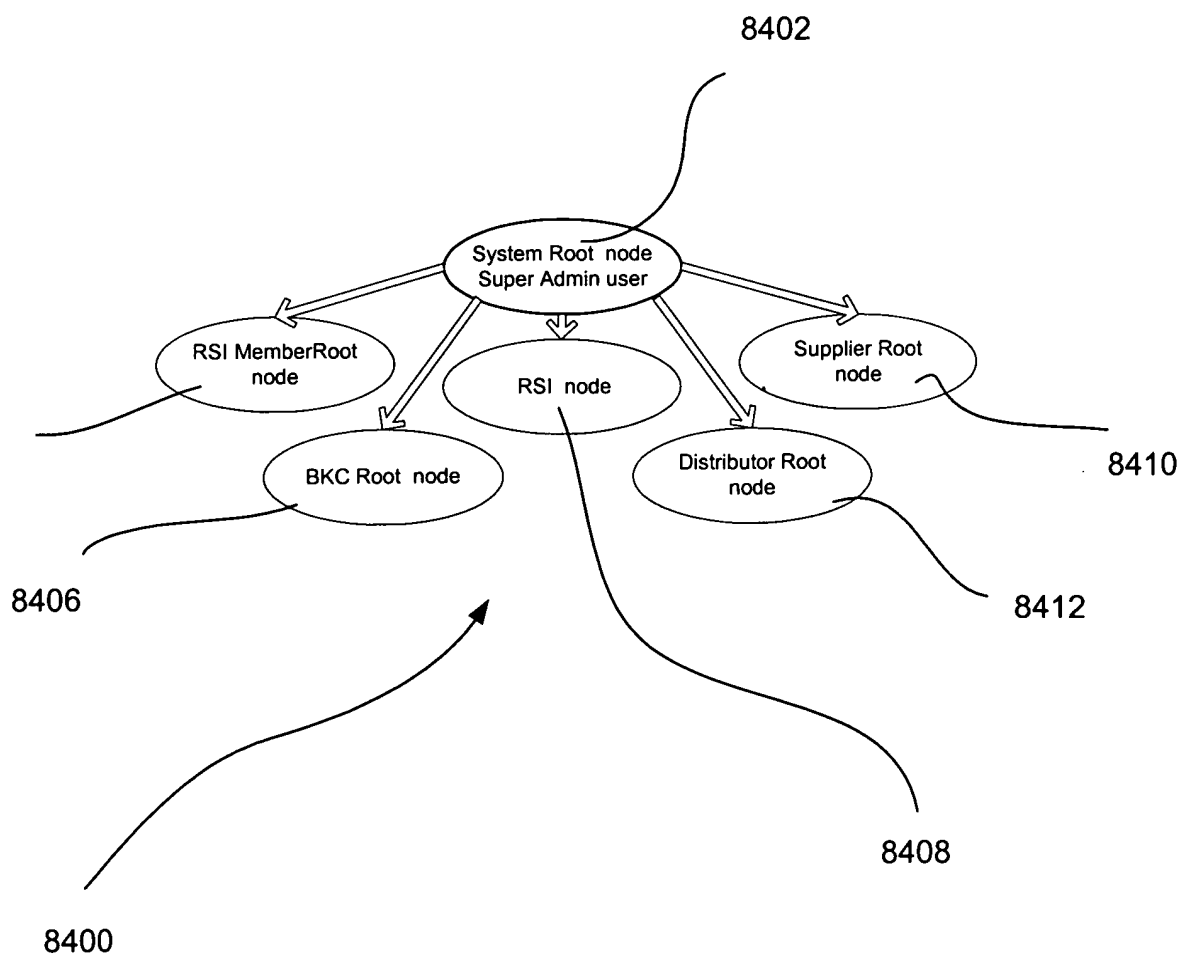


Fig. 84

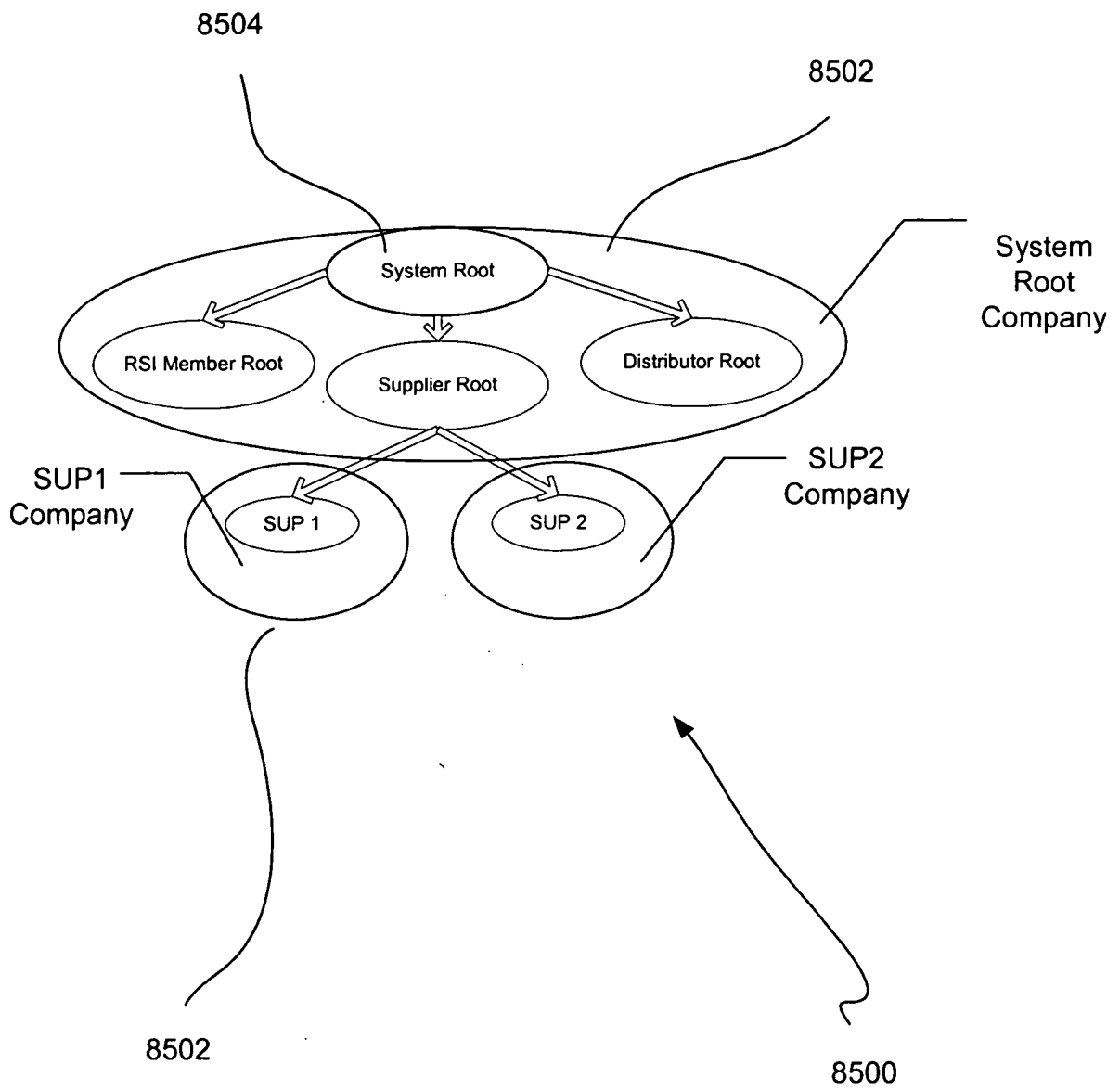


Fig. 85

8600

8602

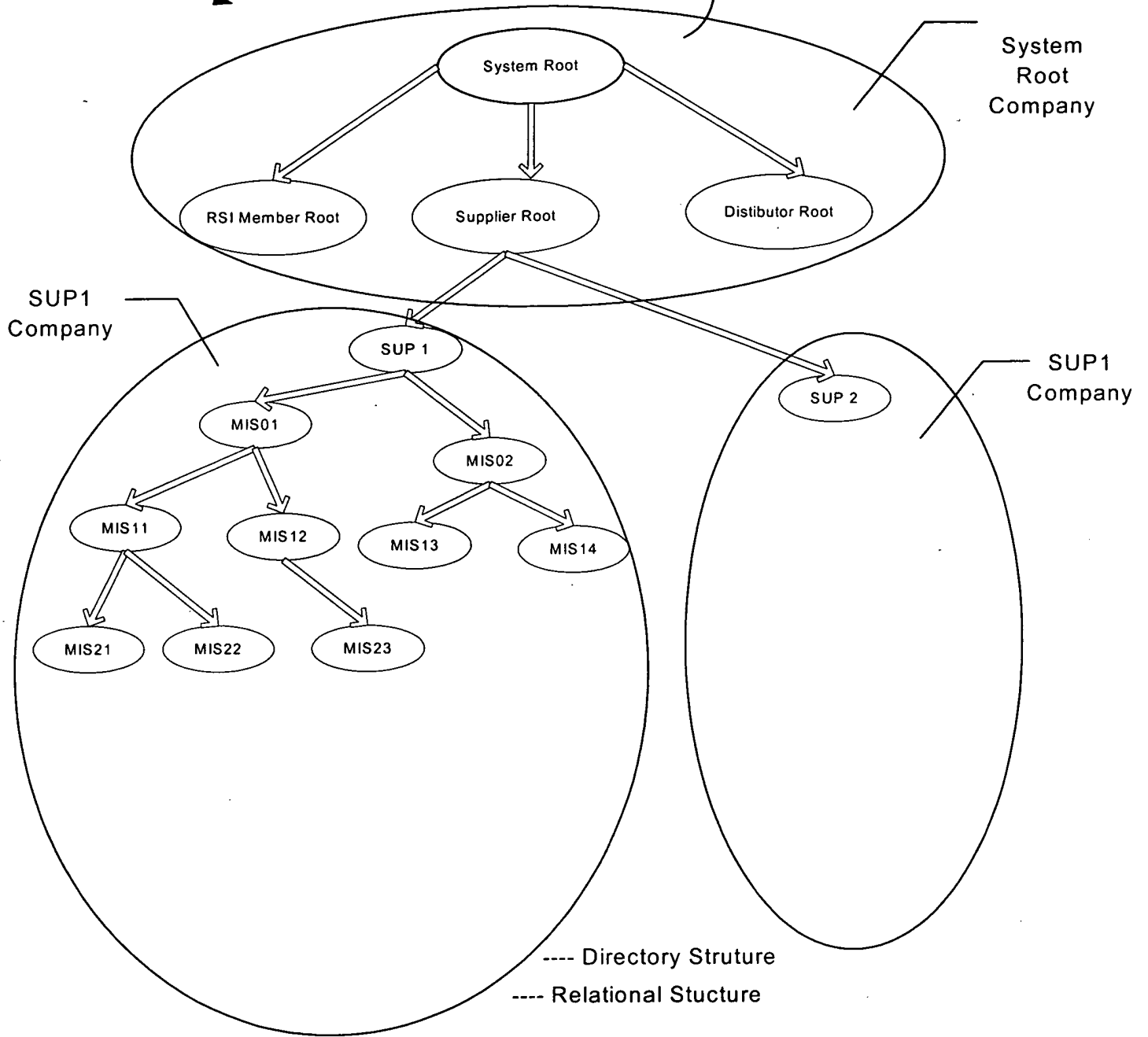
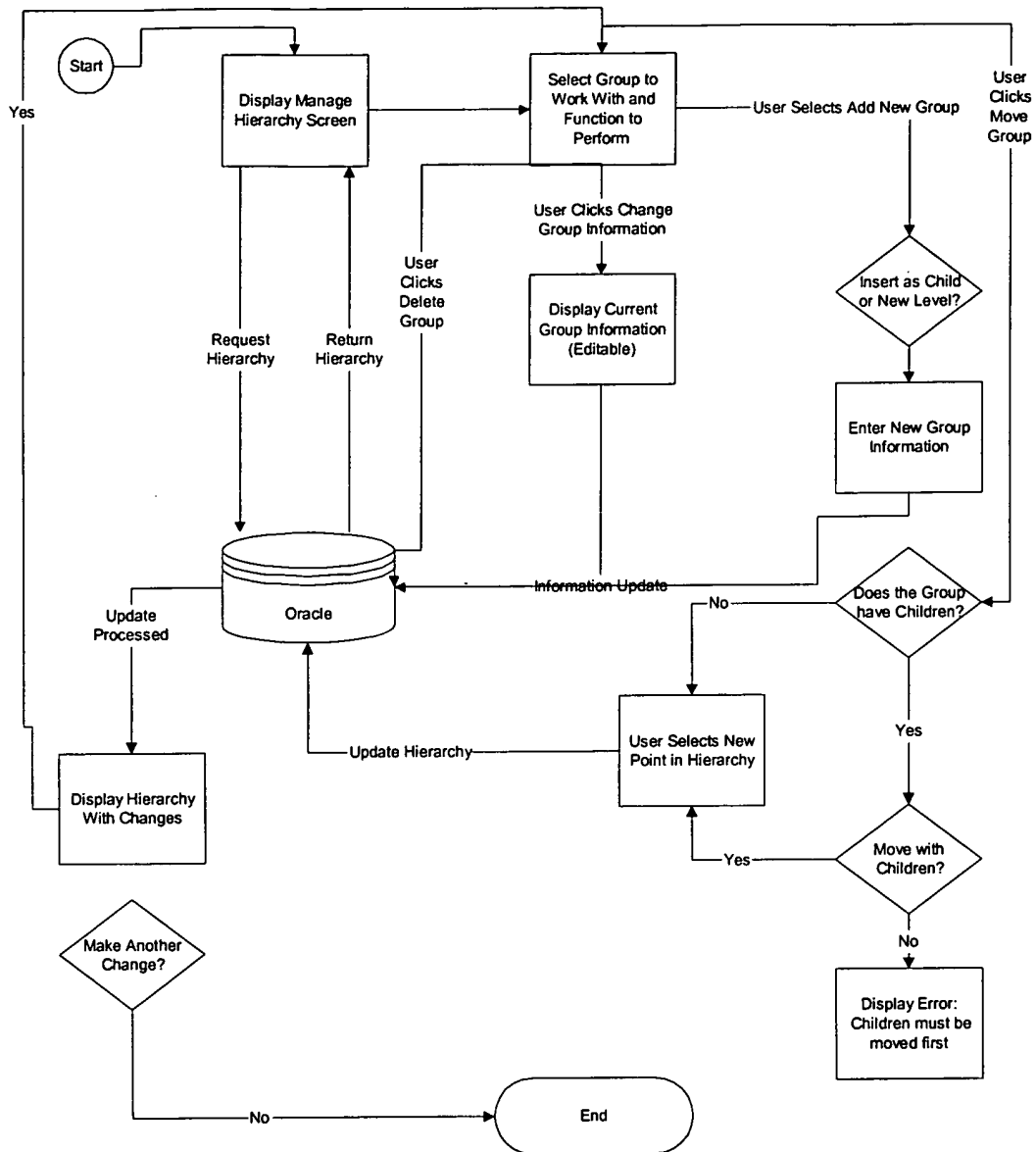


Fig. 86

8700

Group Hierarchy Management: Data Flow**Fig. 87**

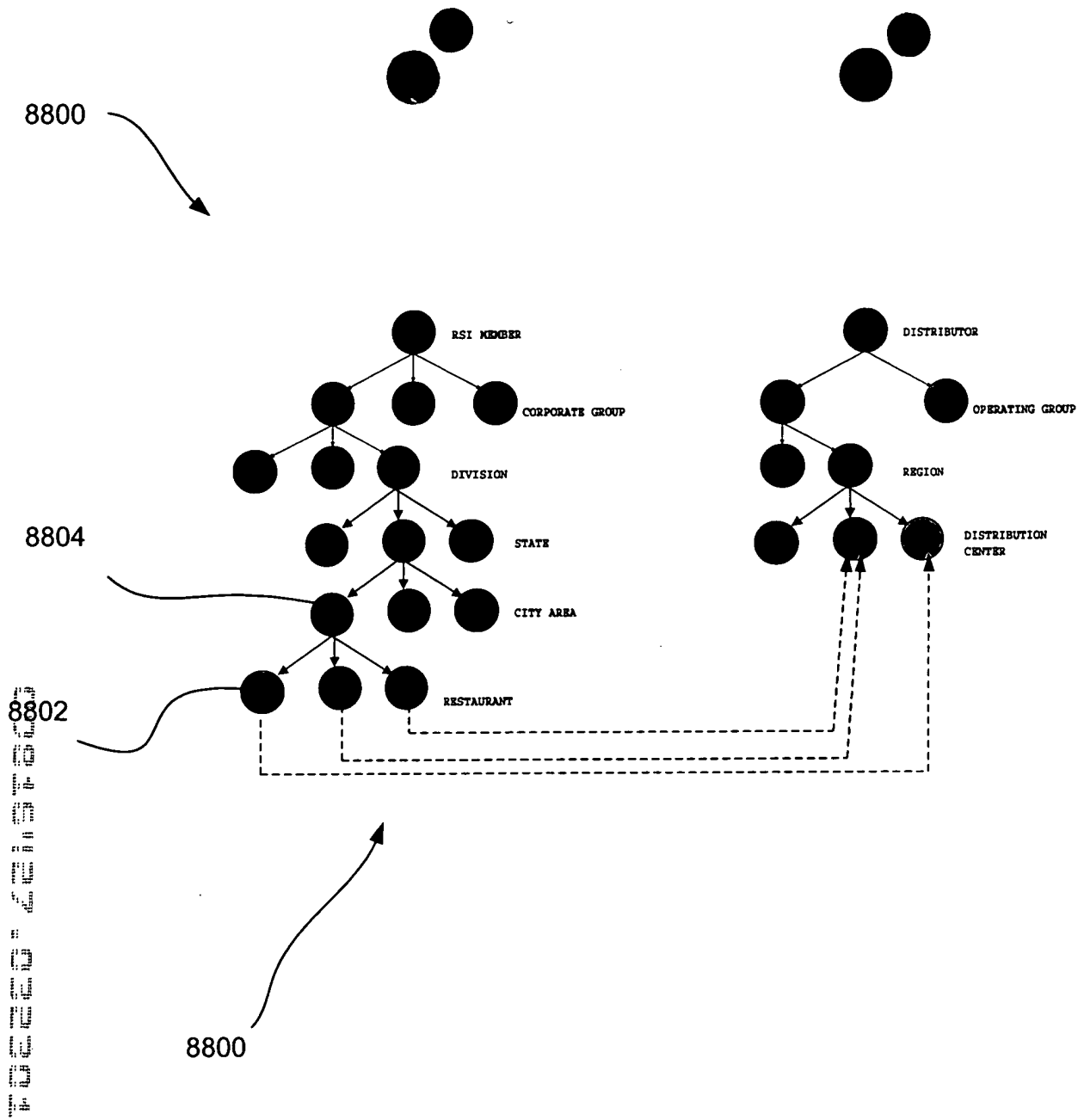


Fig. 88

8902

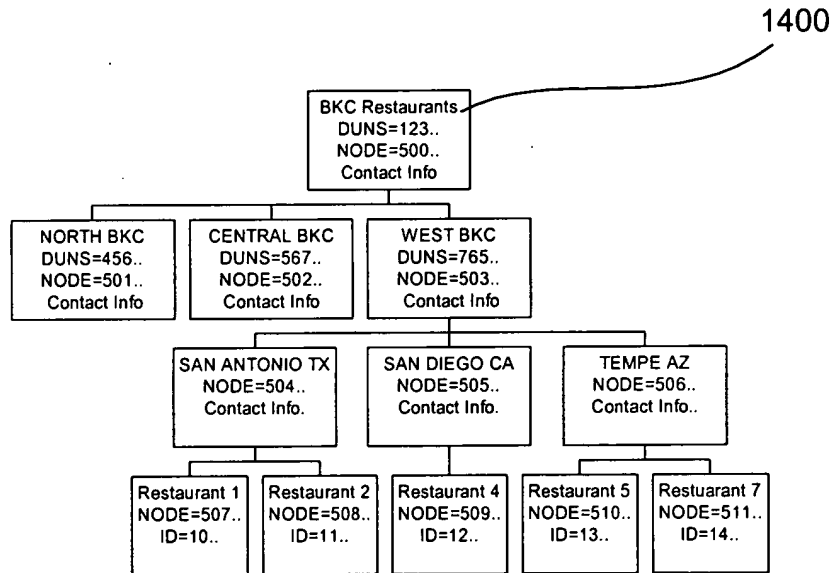



Fig. 89

9000

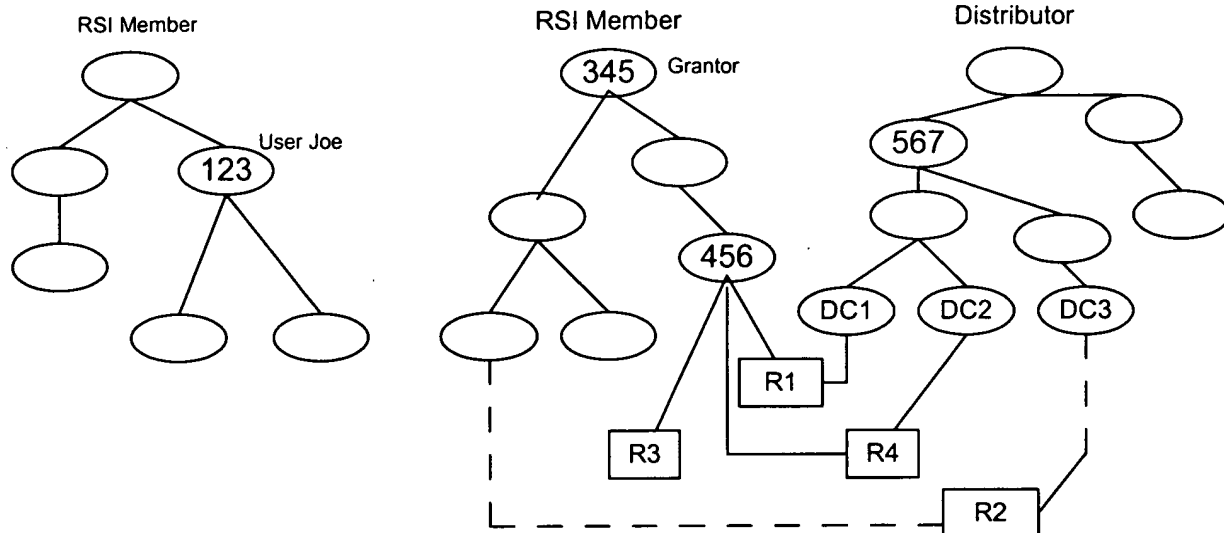


FIG. 90

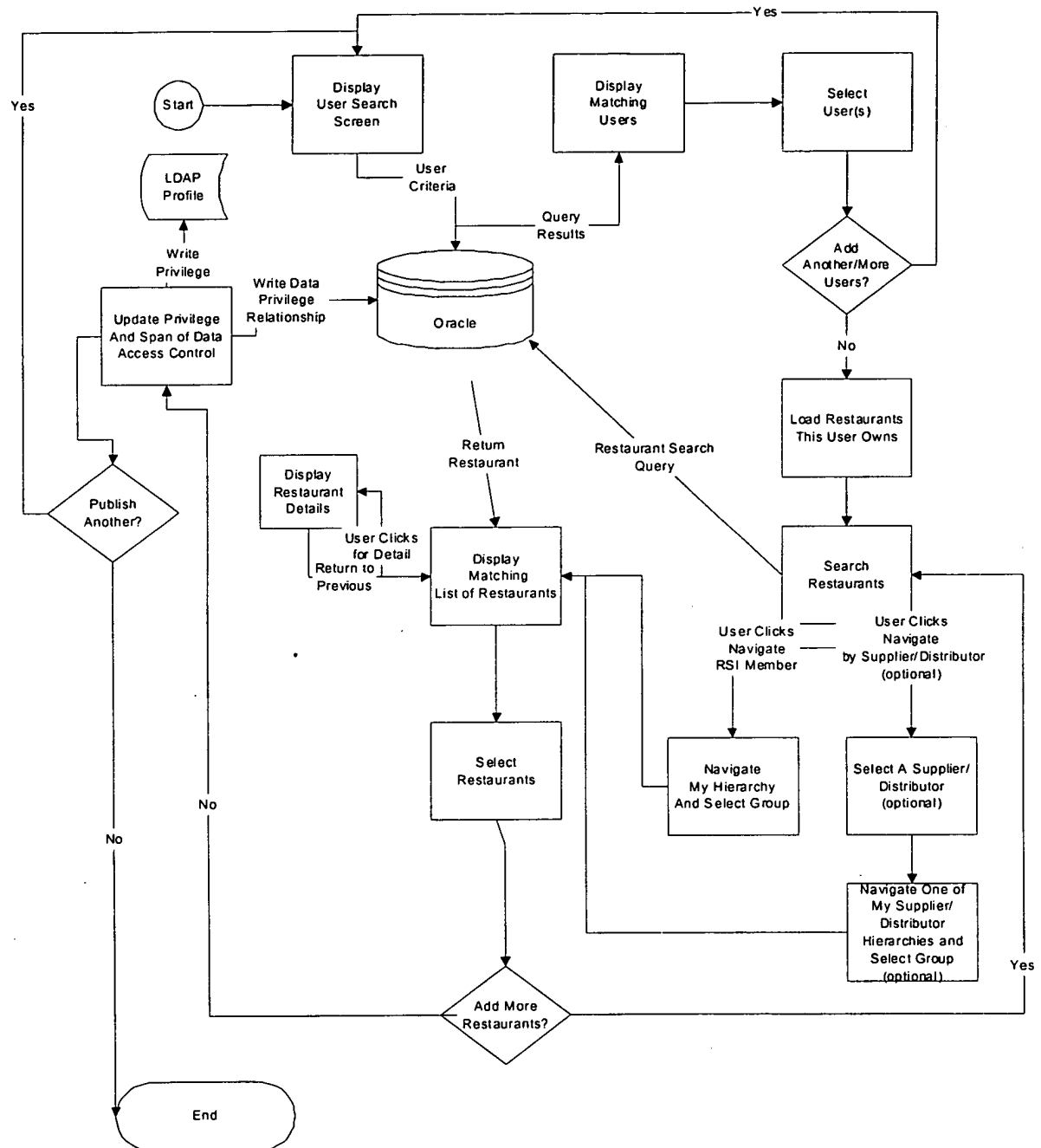


Fig. 91

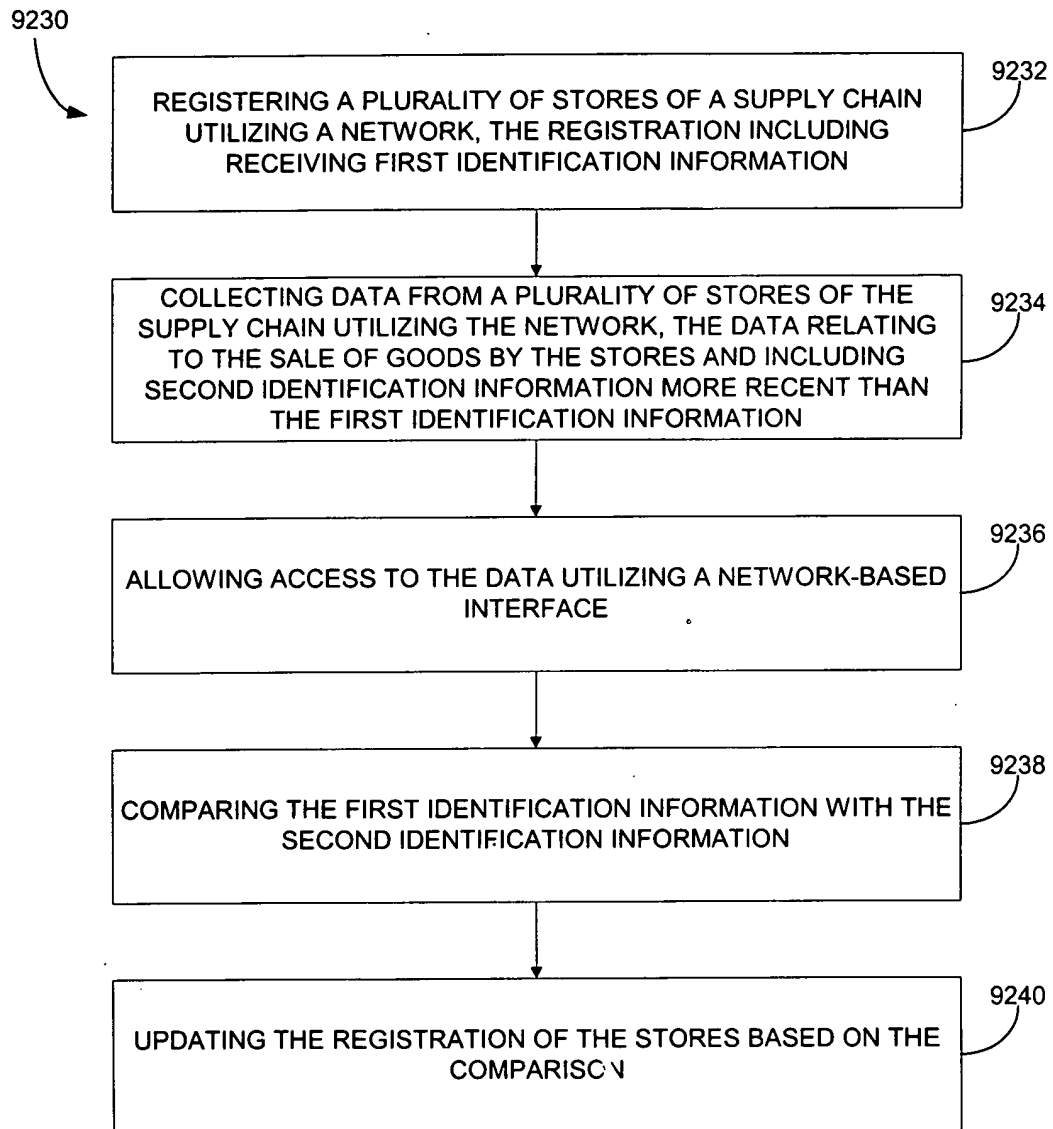


FIG. 92

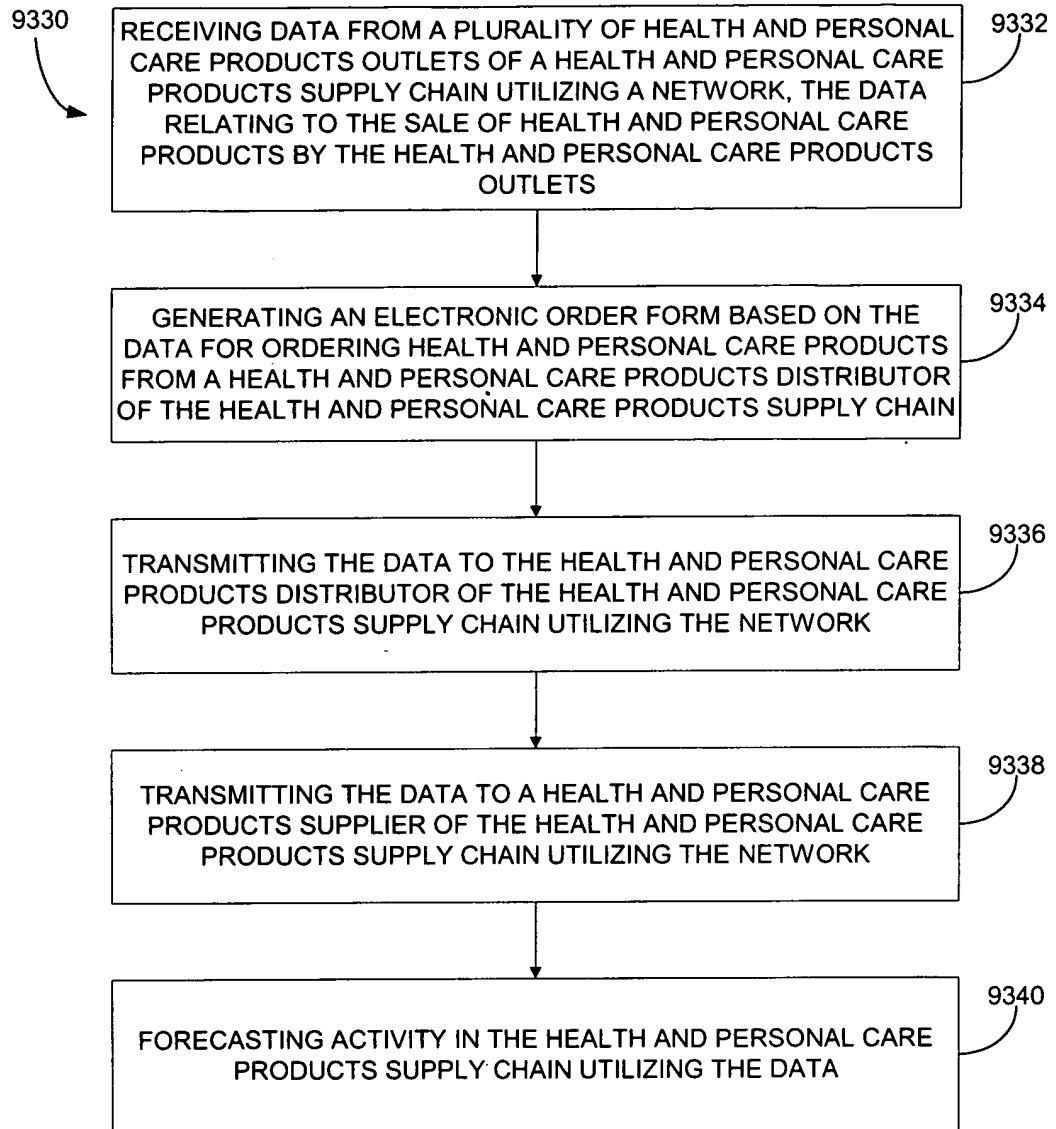


FIG. 93

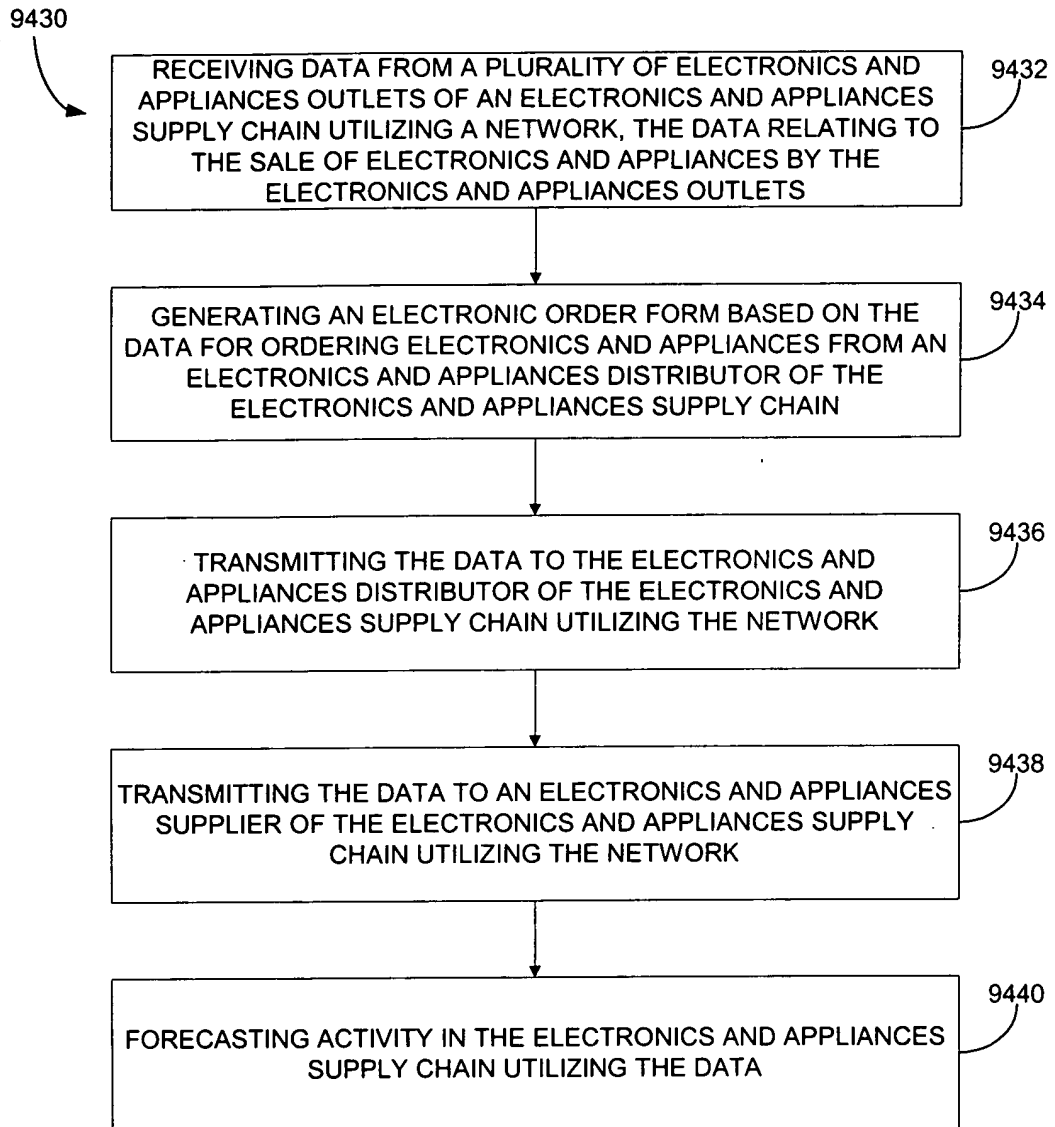


FIG. 94

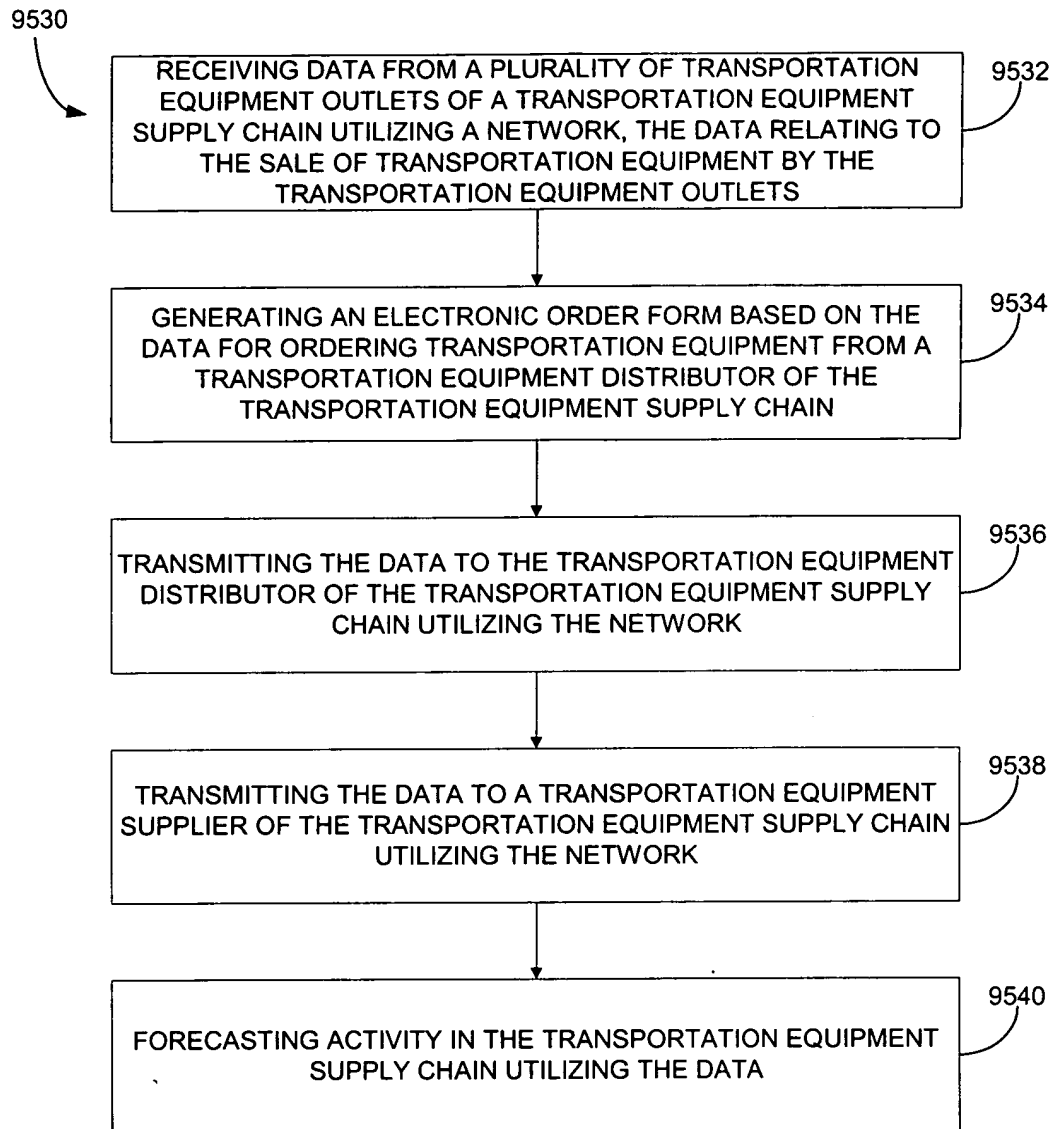


FIG. 95

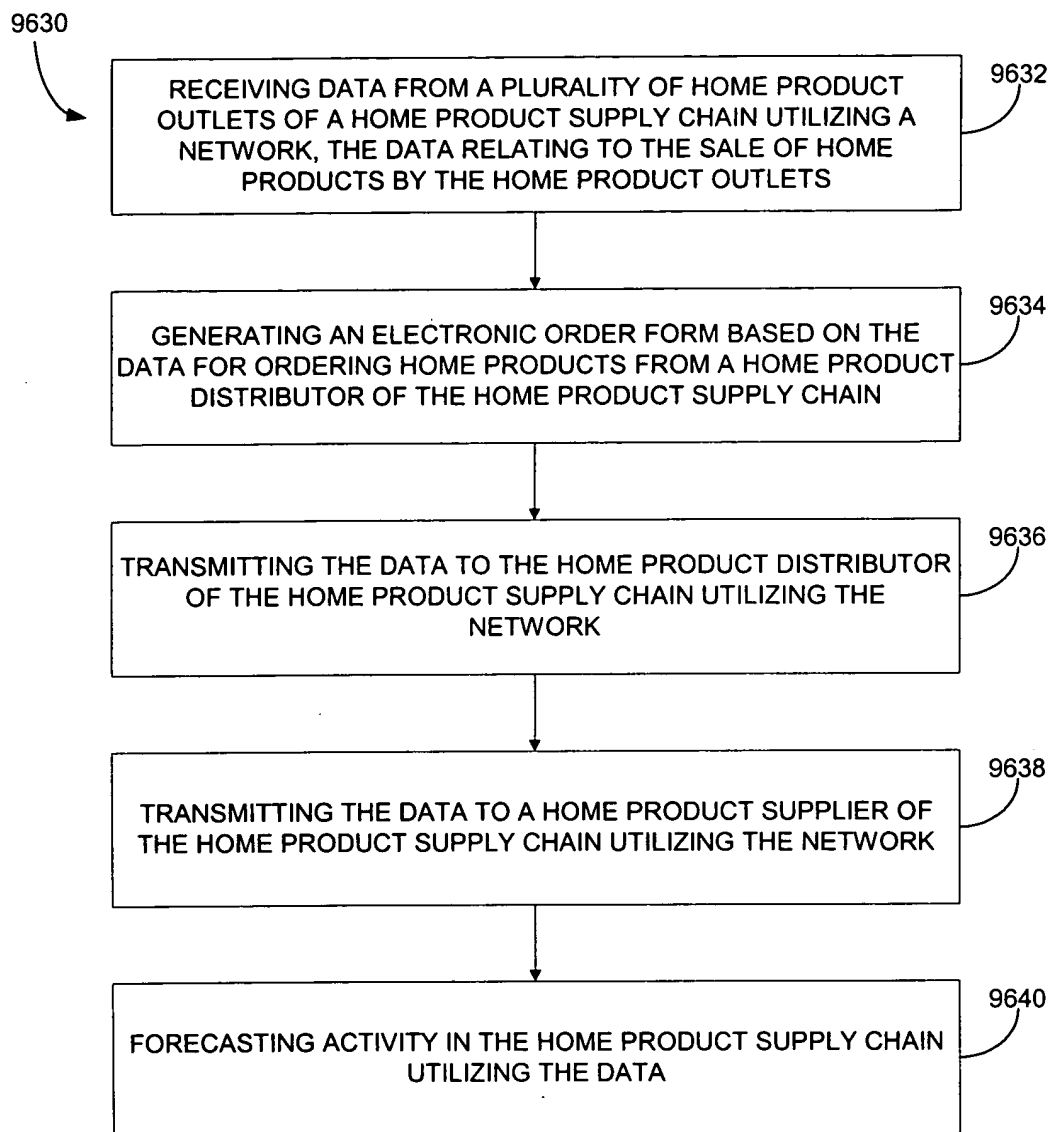


FIG. 96

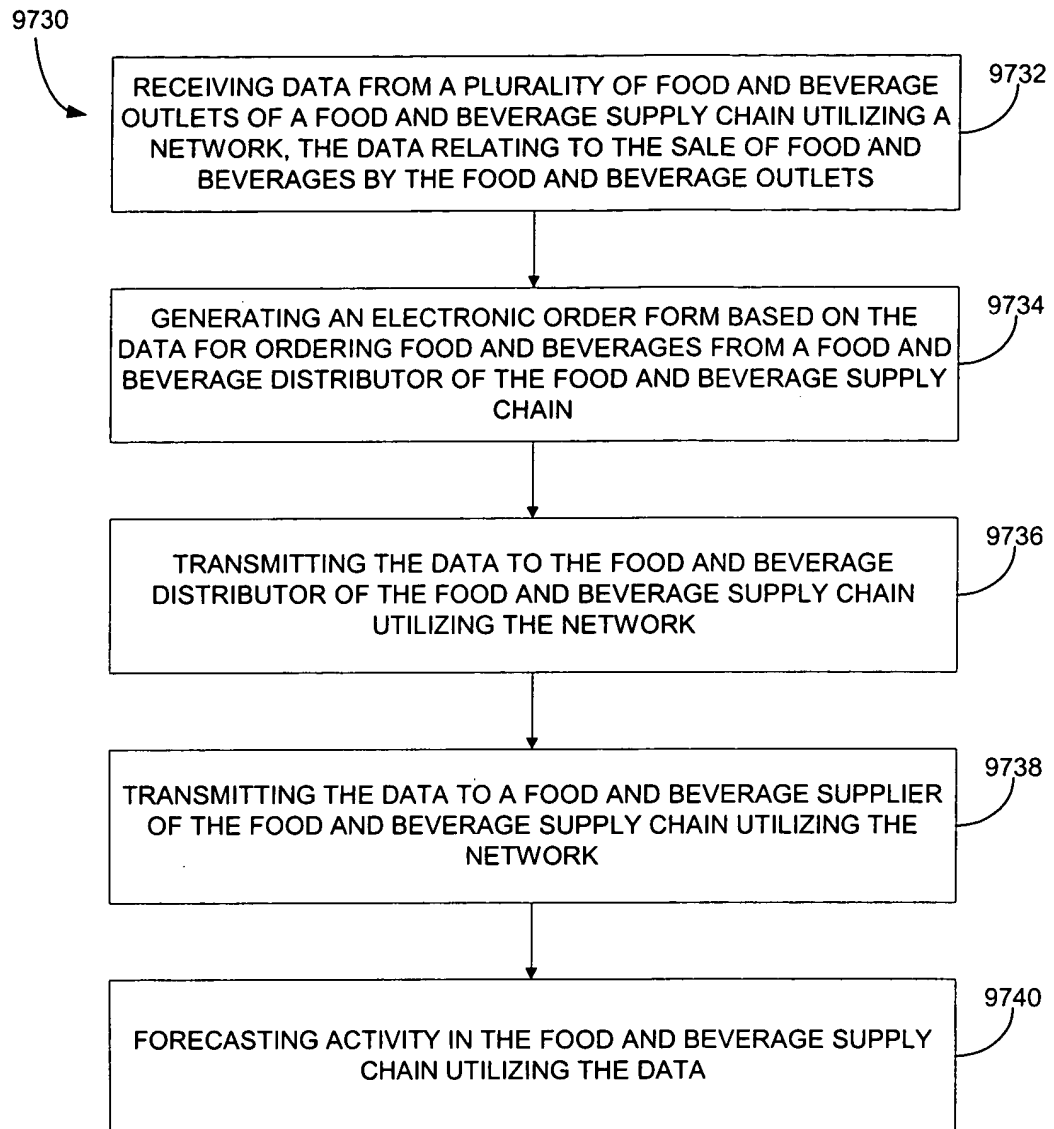


FIG. 97

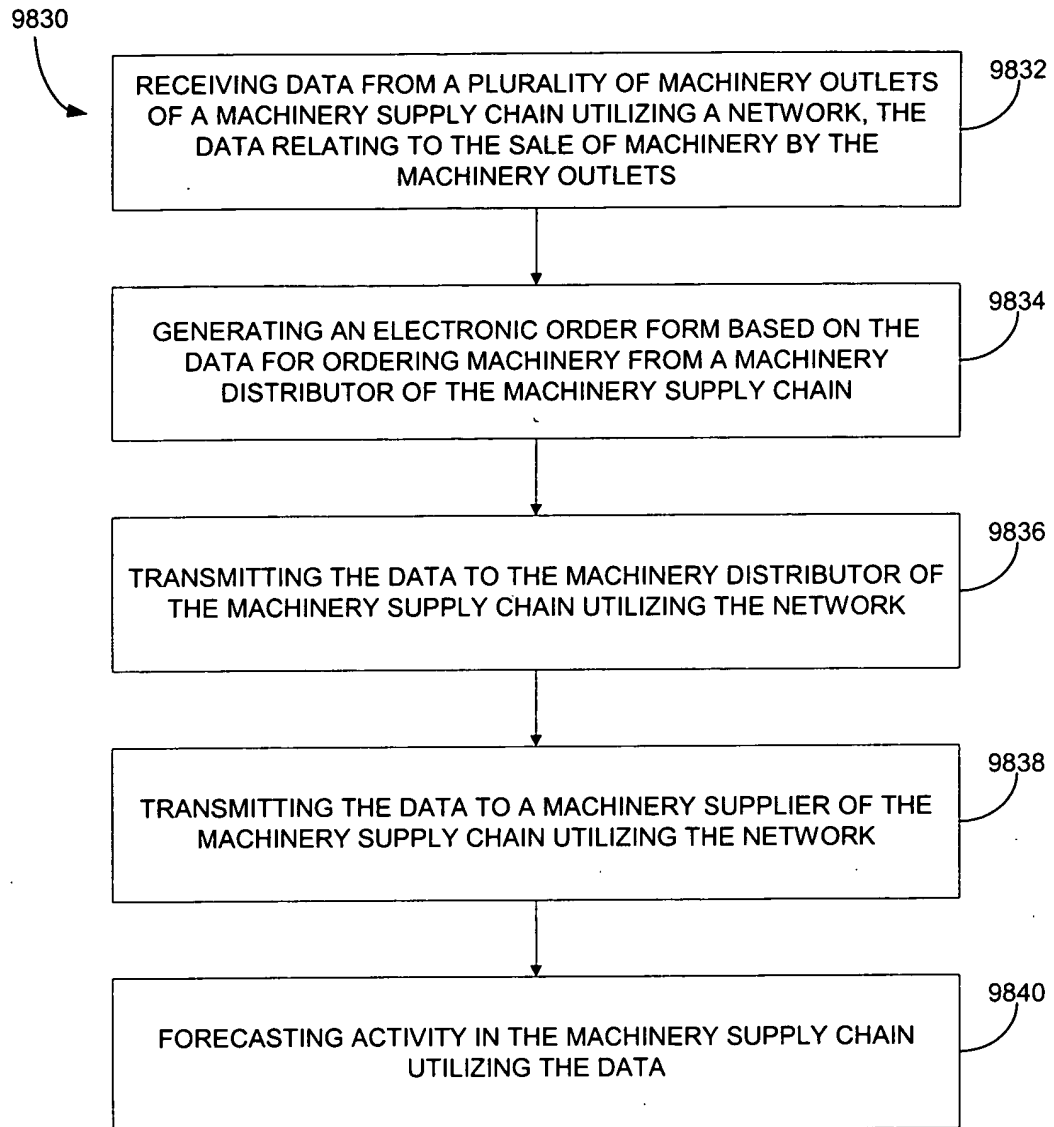


FIG. 98

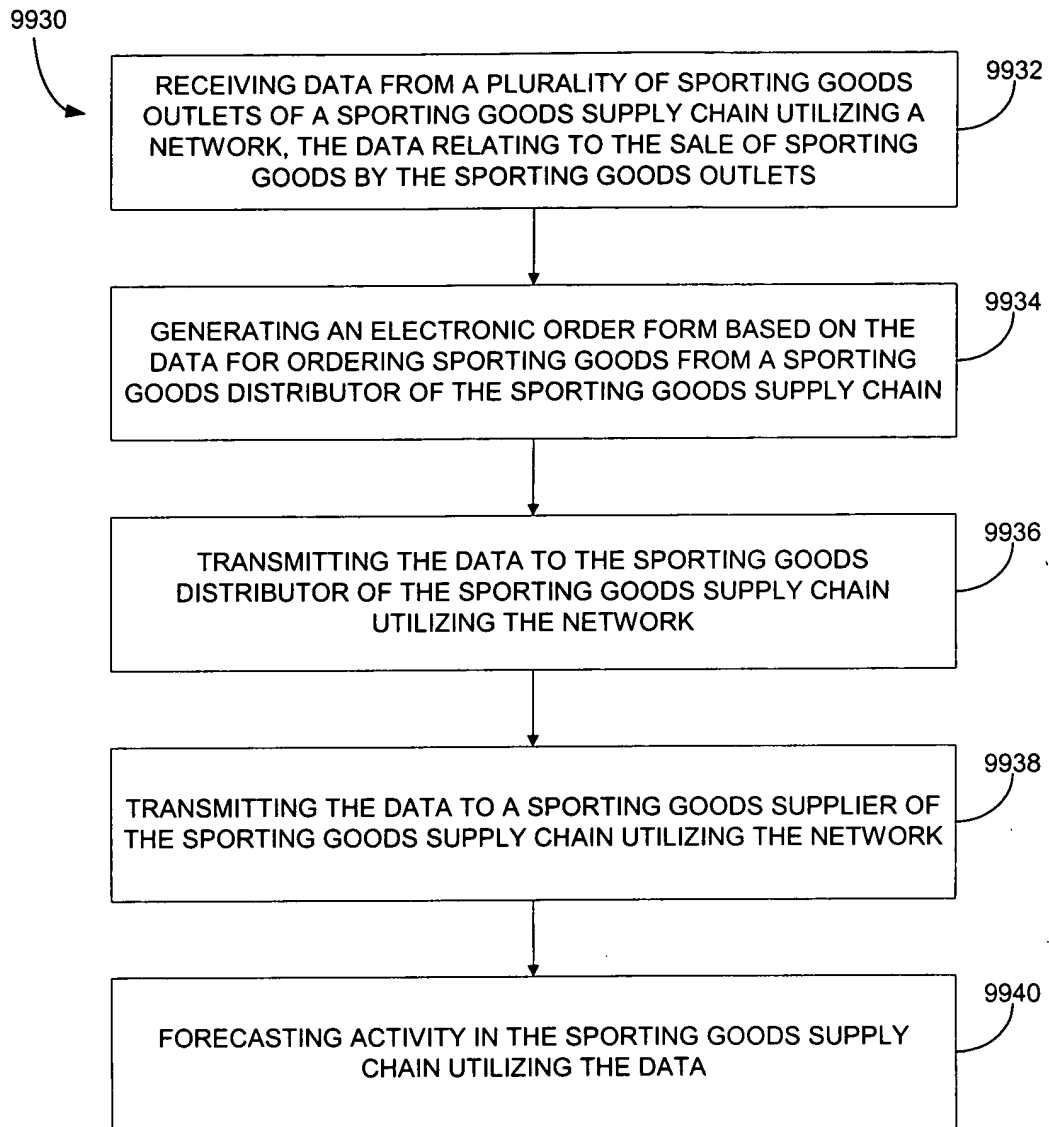


FIG. 99

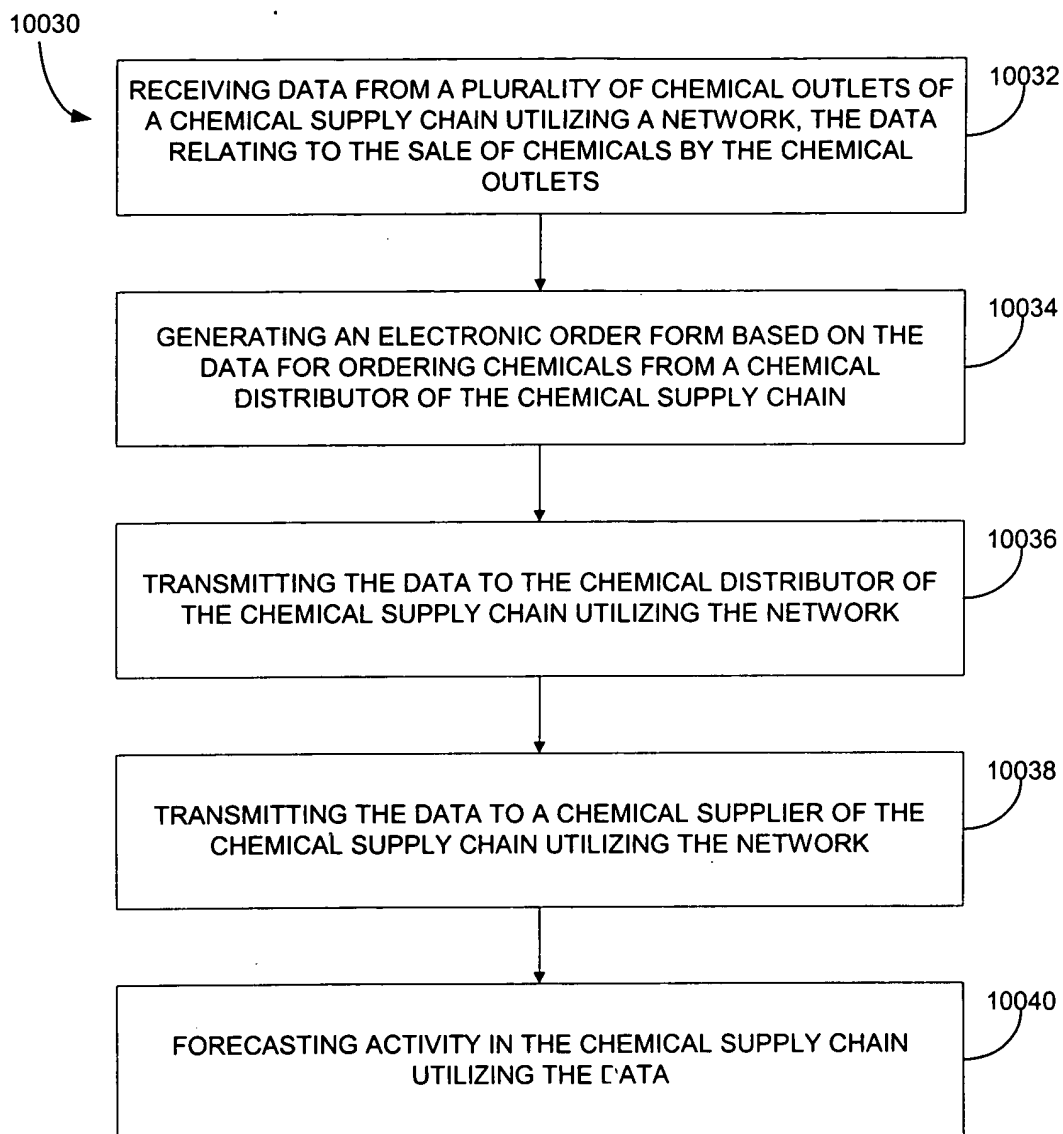


FIG. 100

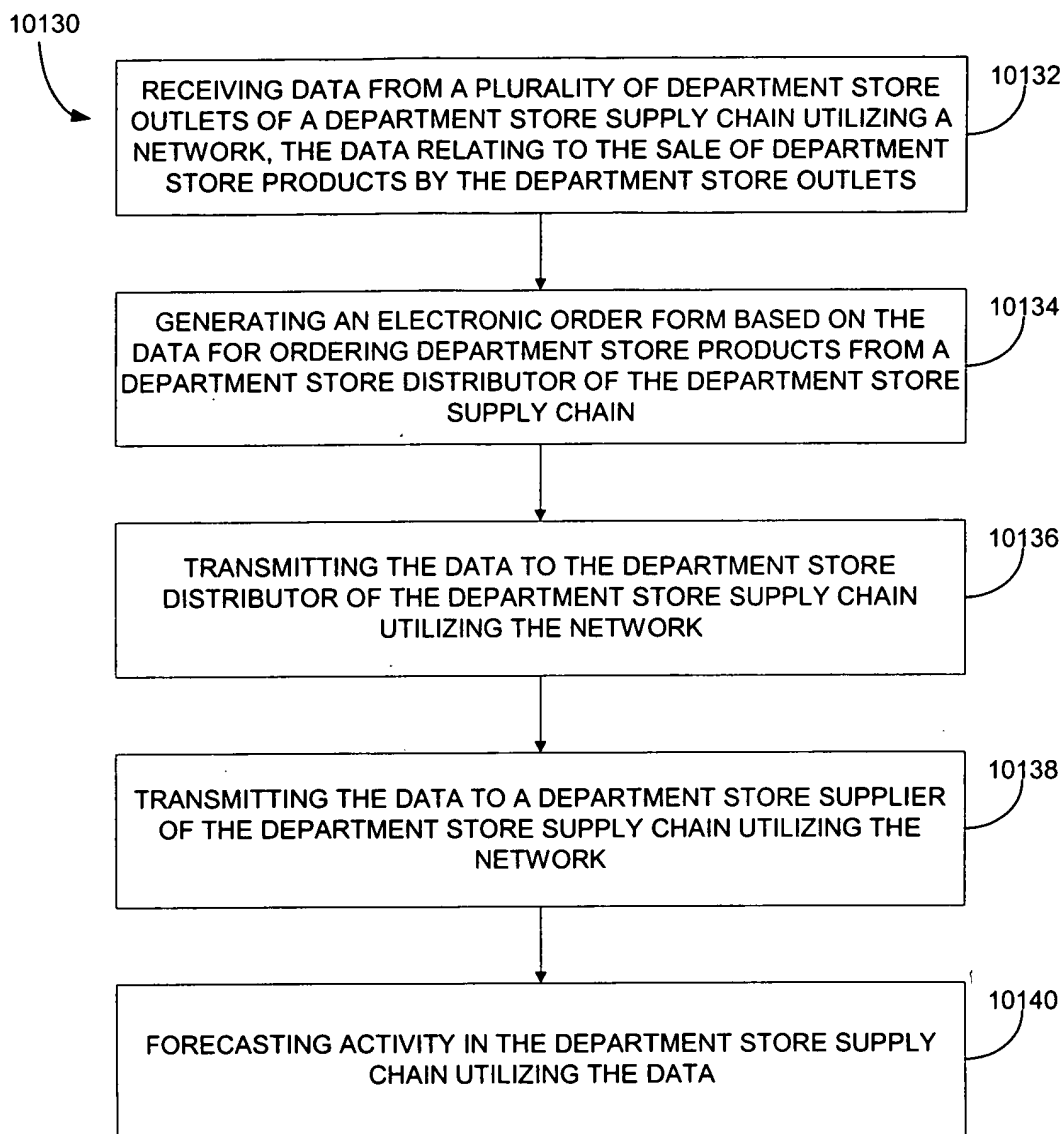


FIG. 101

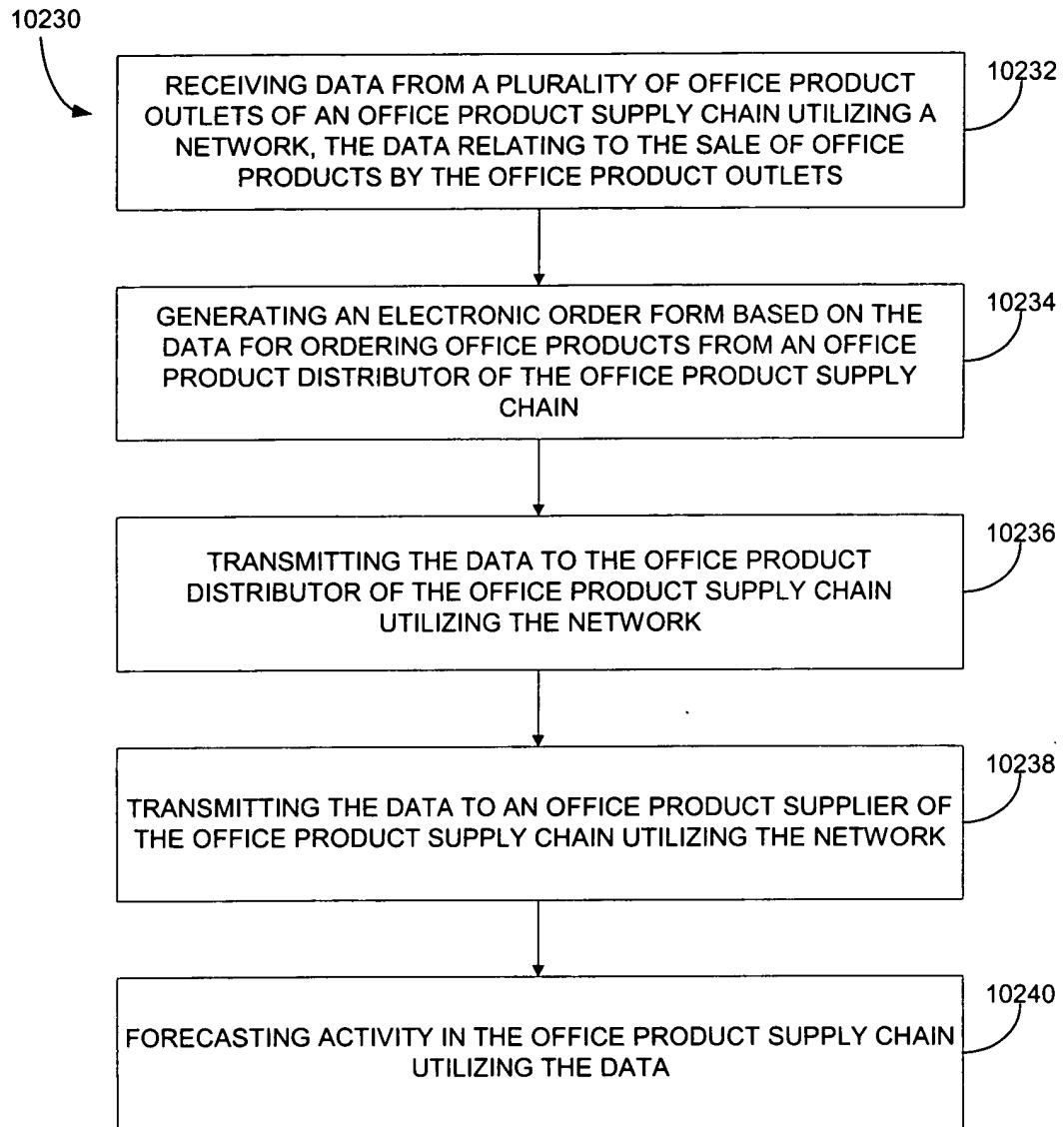


FIG. 102A

10260

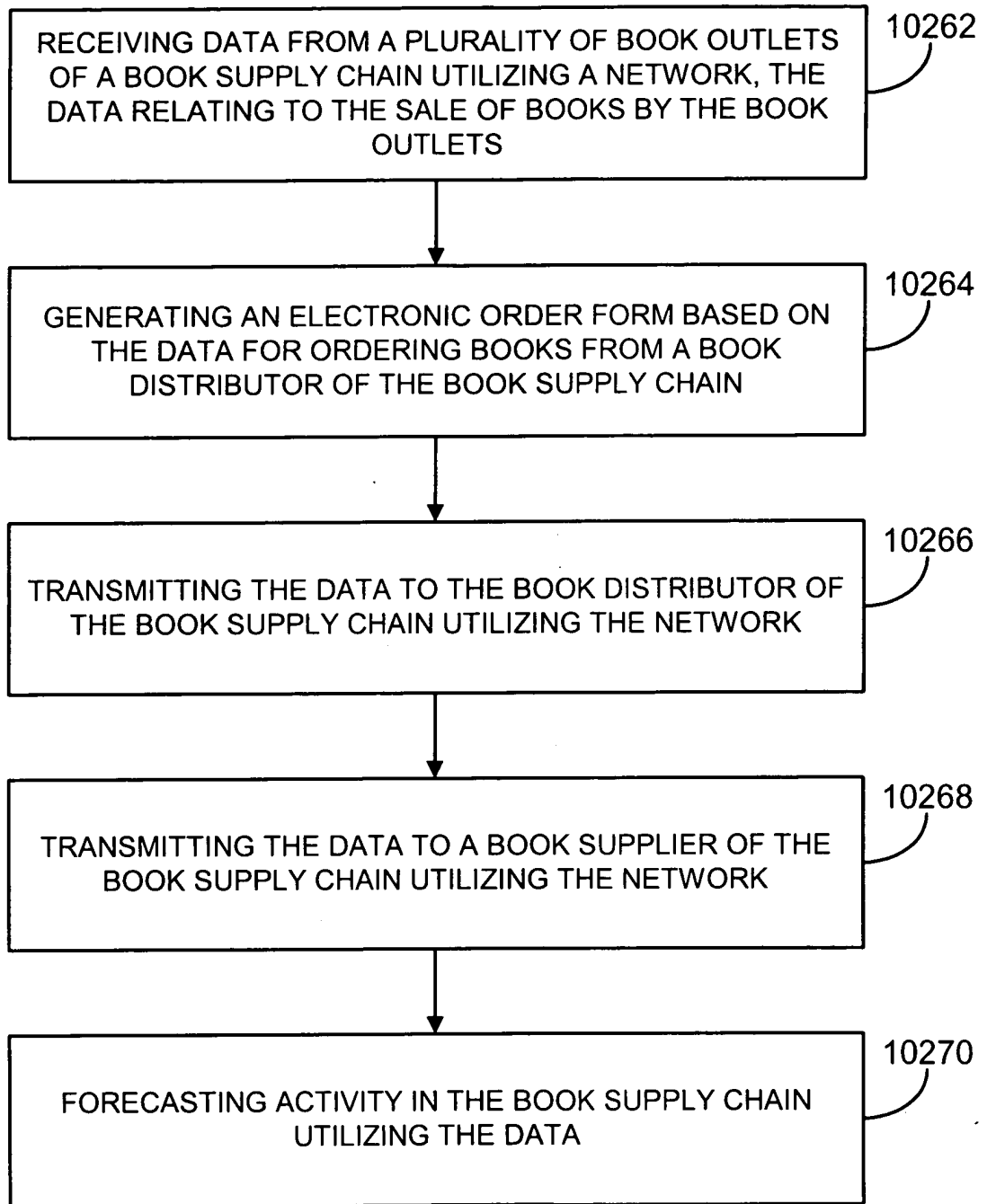


FIG. 102B

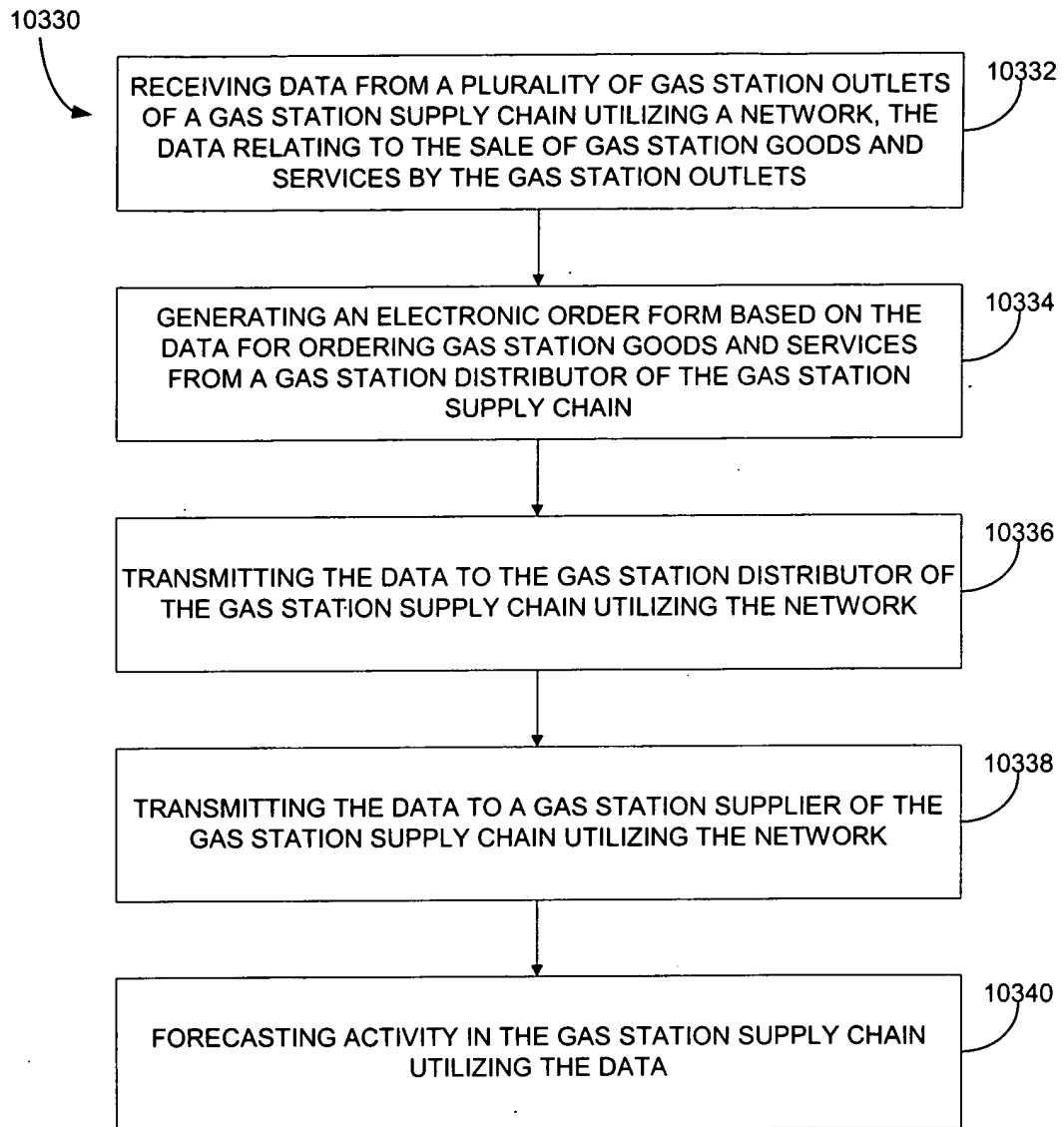


FIG. 103

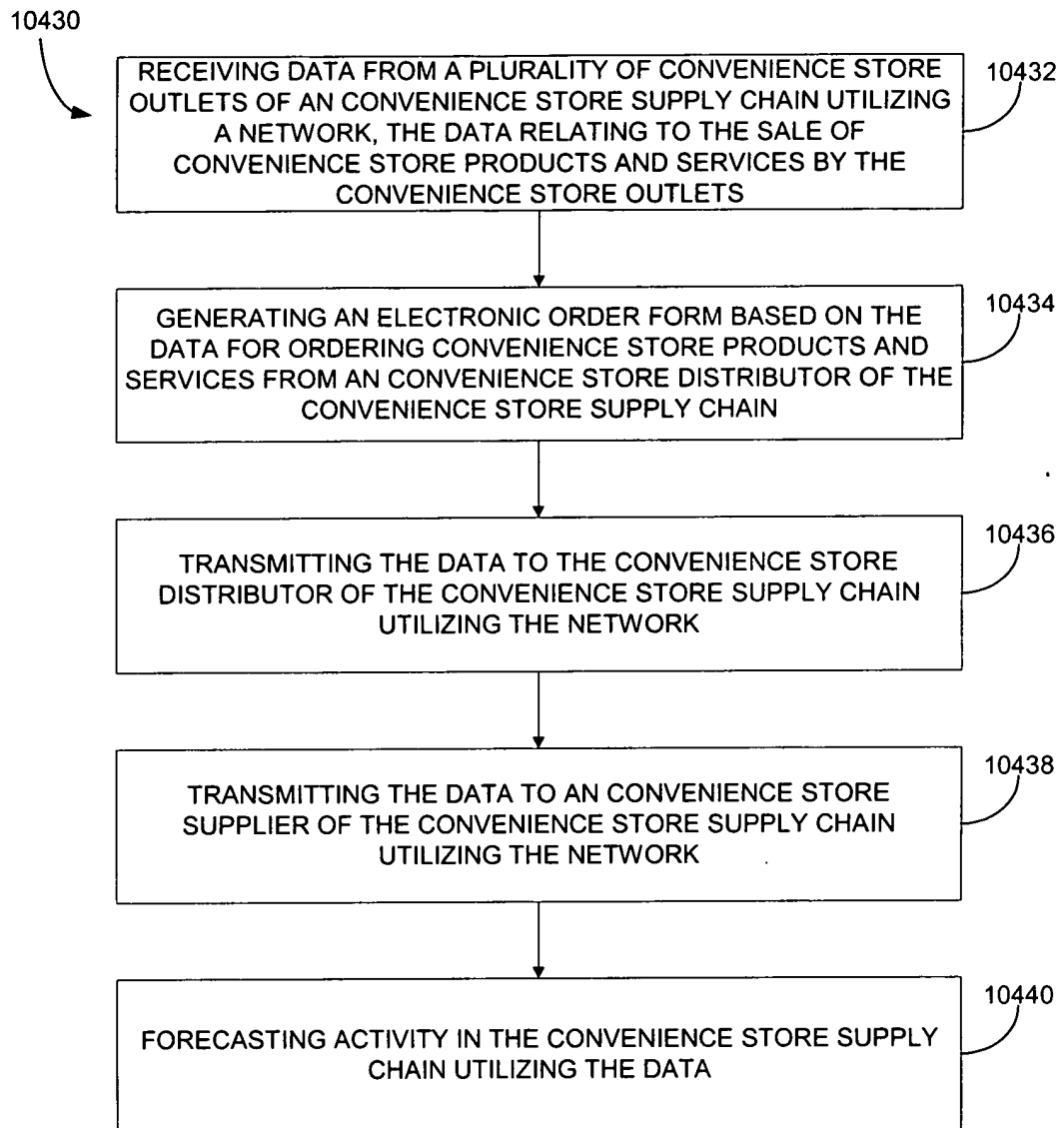


FIG. 104A

10460

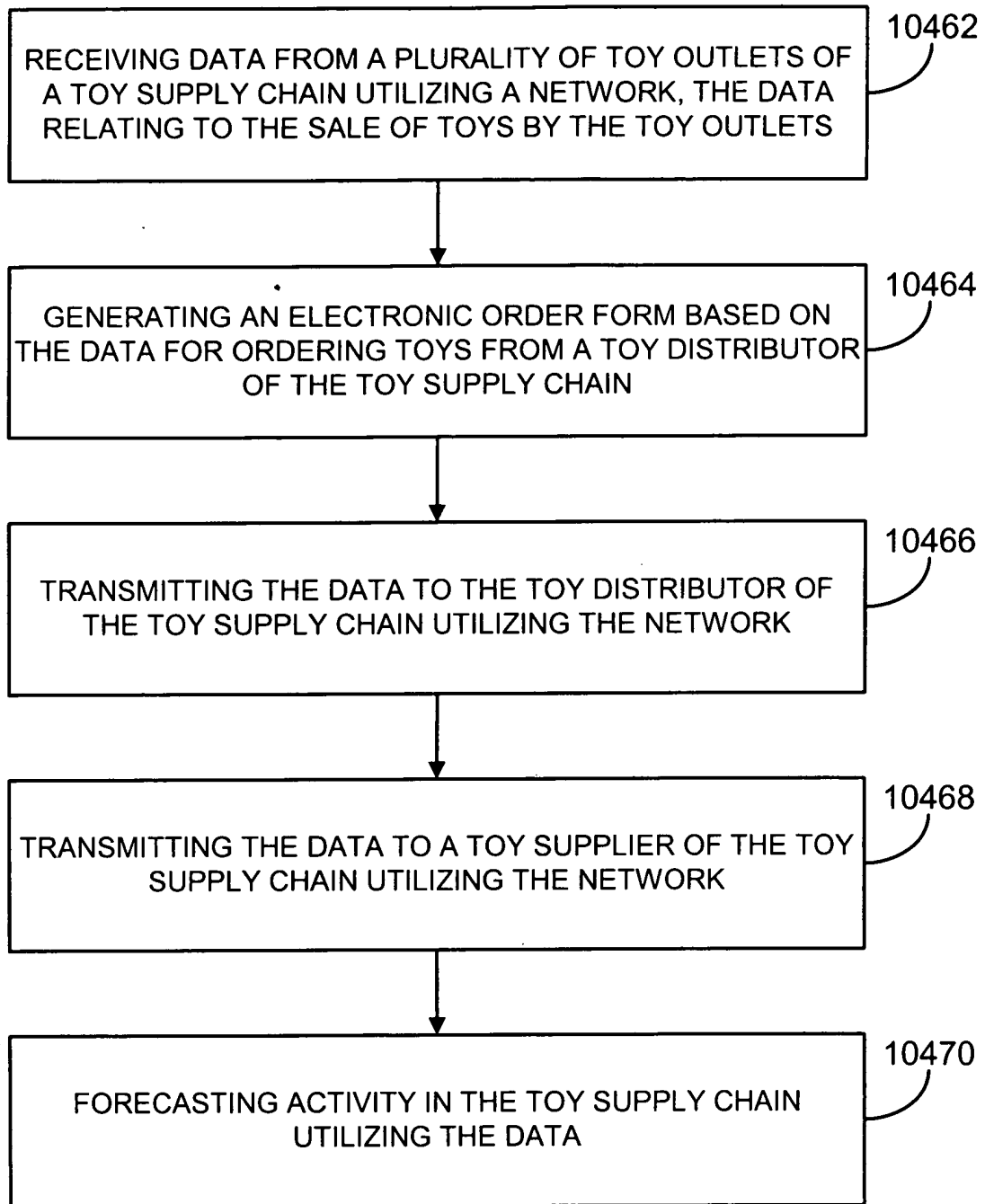


FIG. 104B

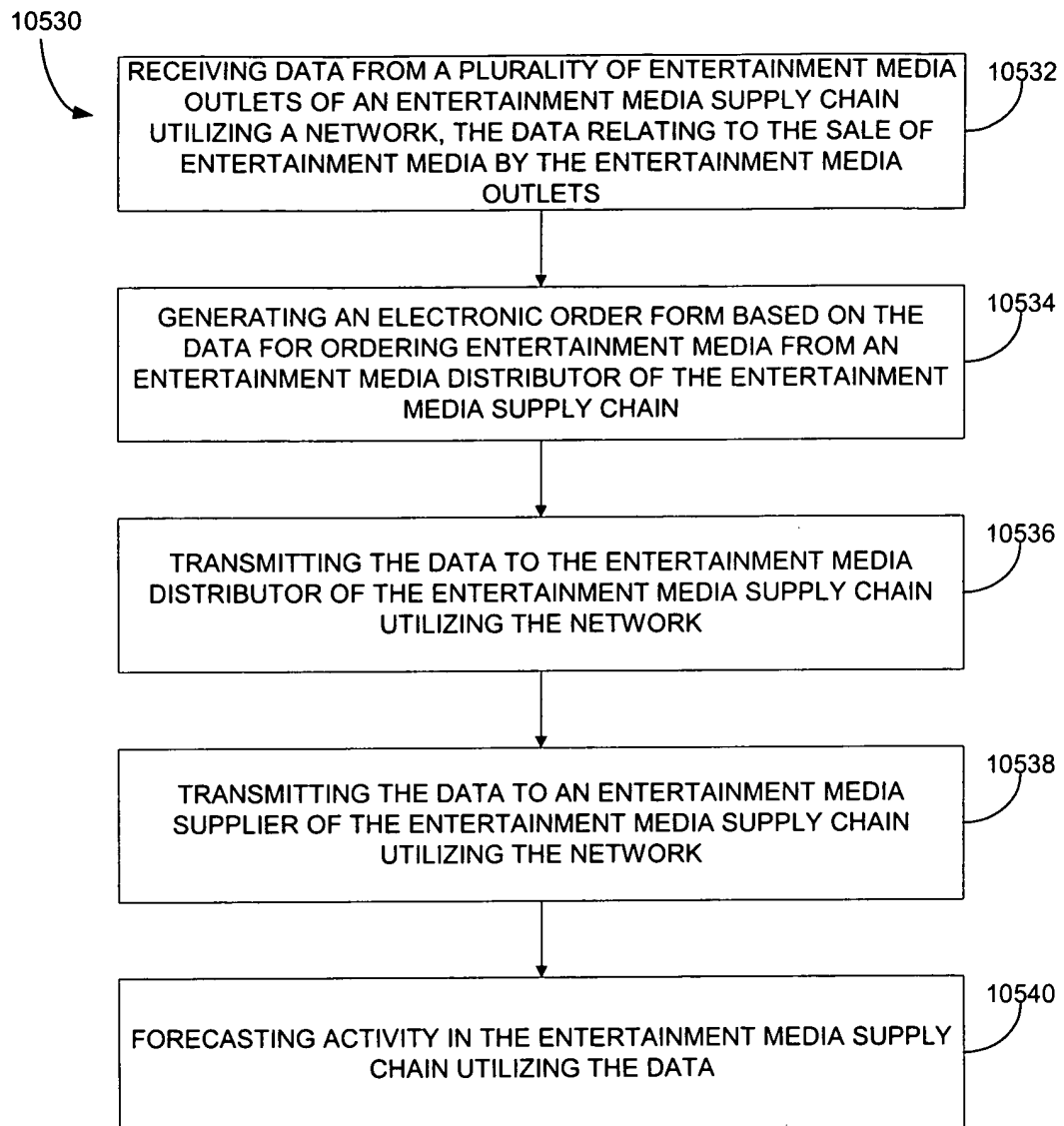


FIG. 105

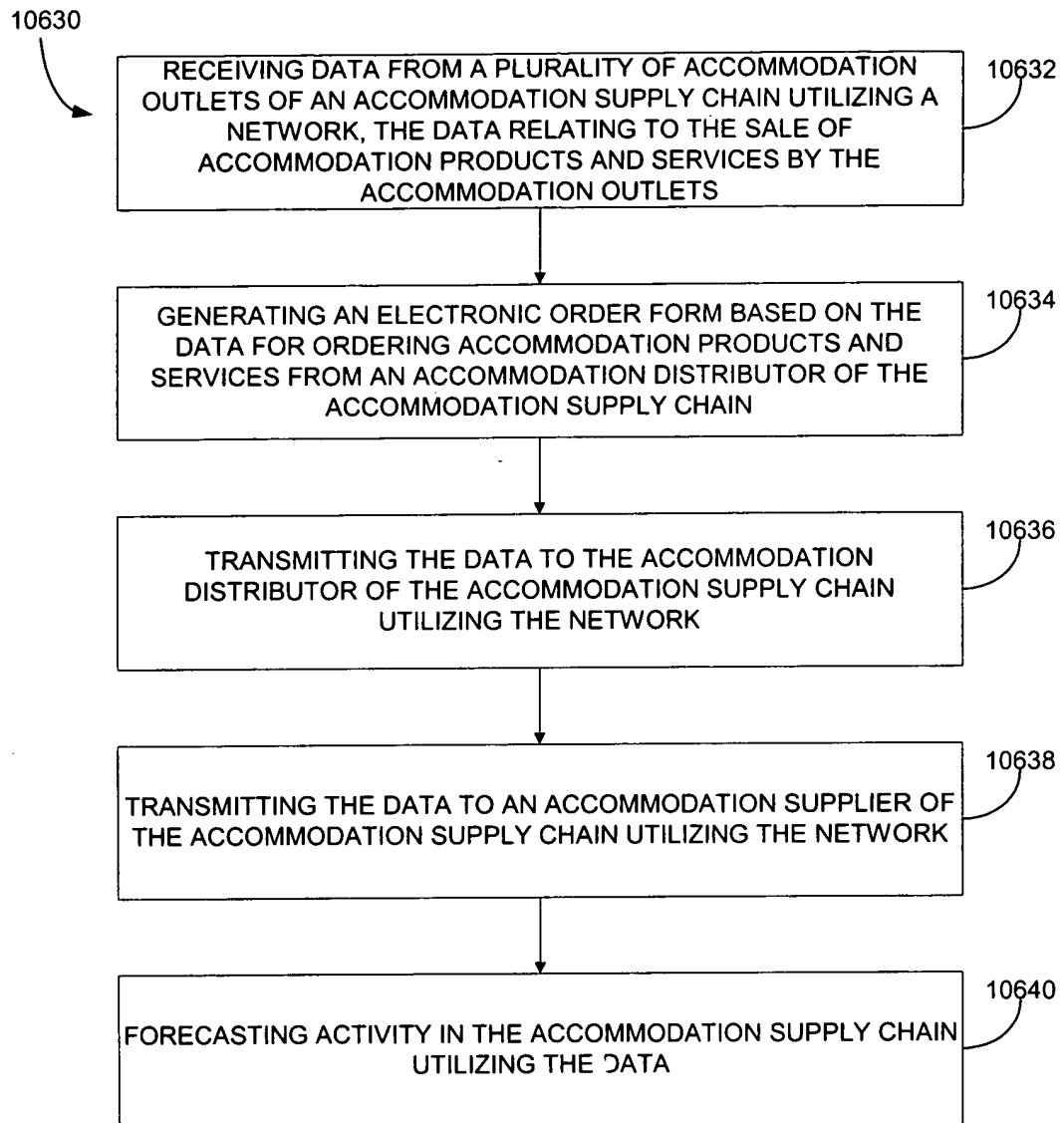


FIG. 106

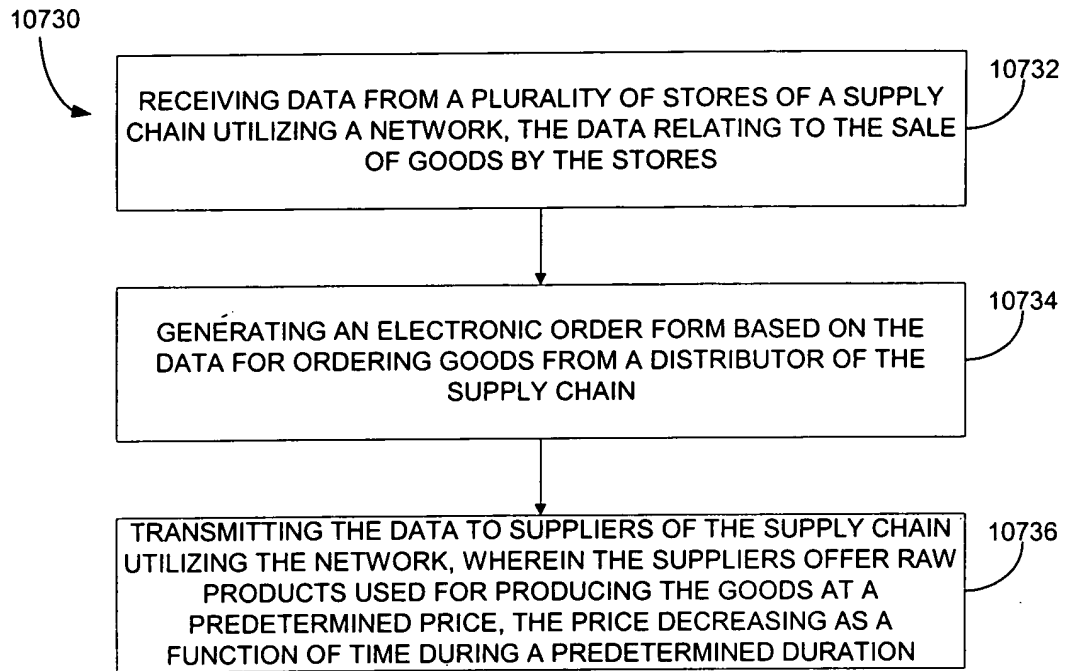


FIG. 107

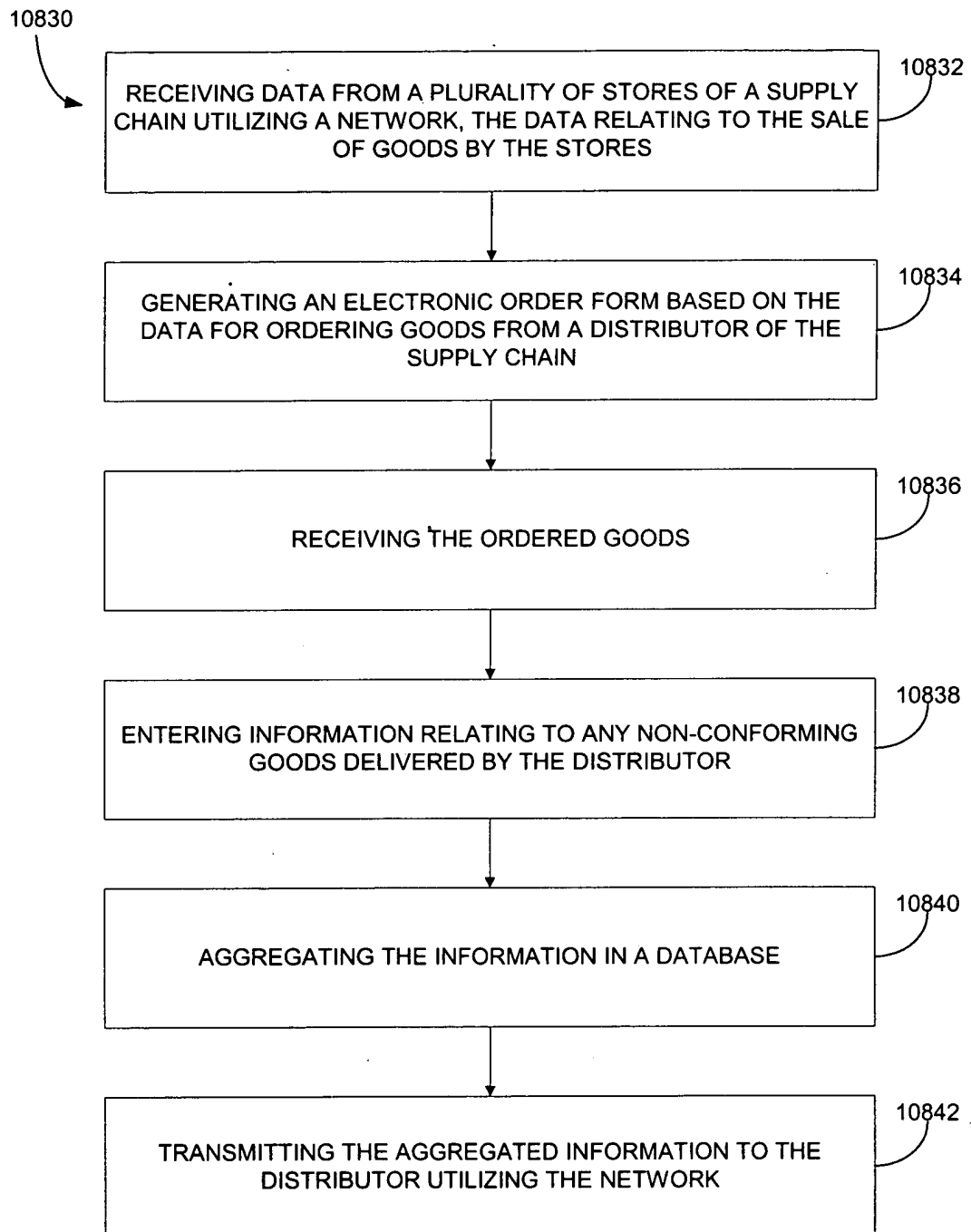


FIG. 108

10900

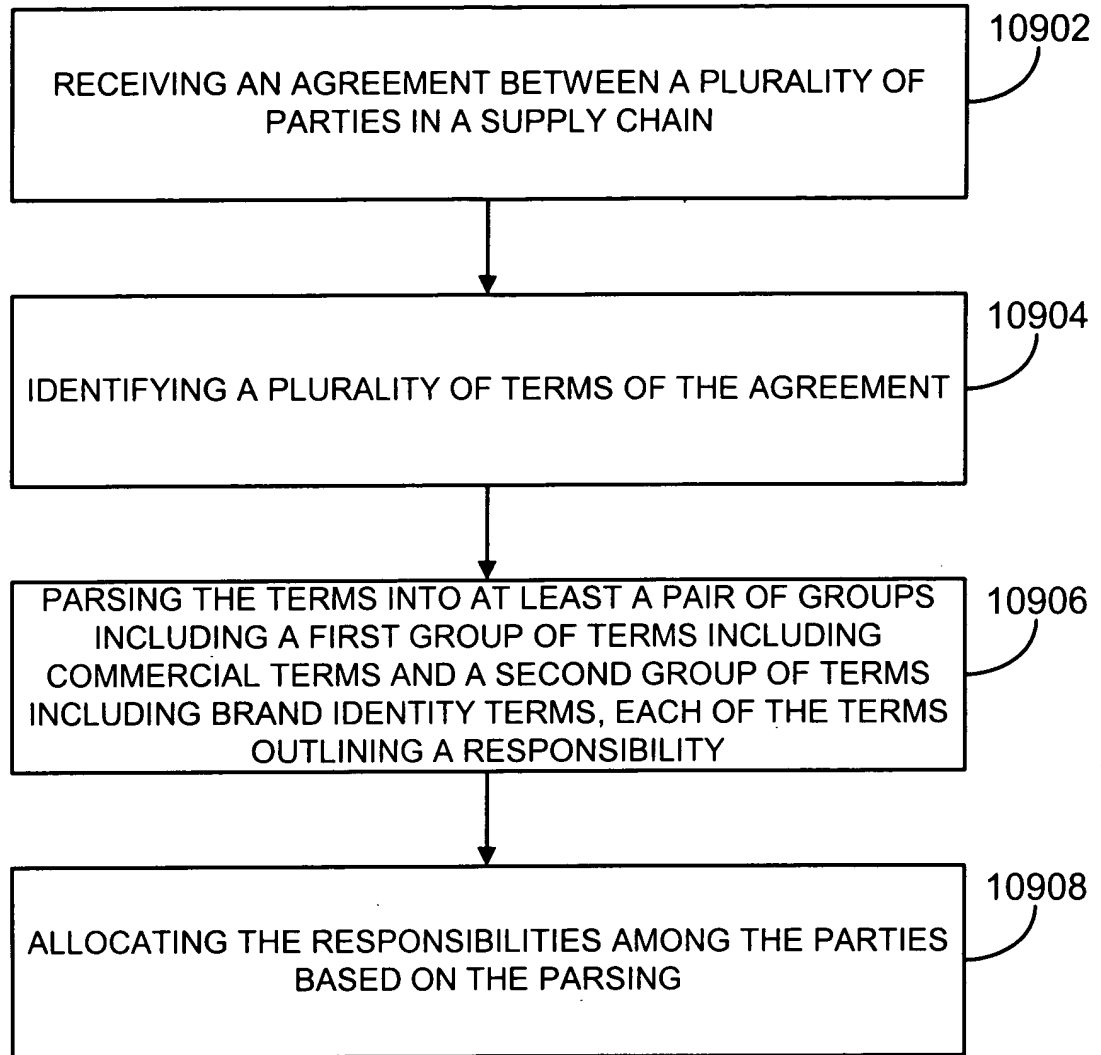


FIG. 109

11000

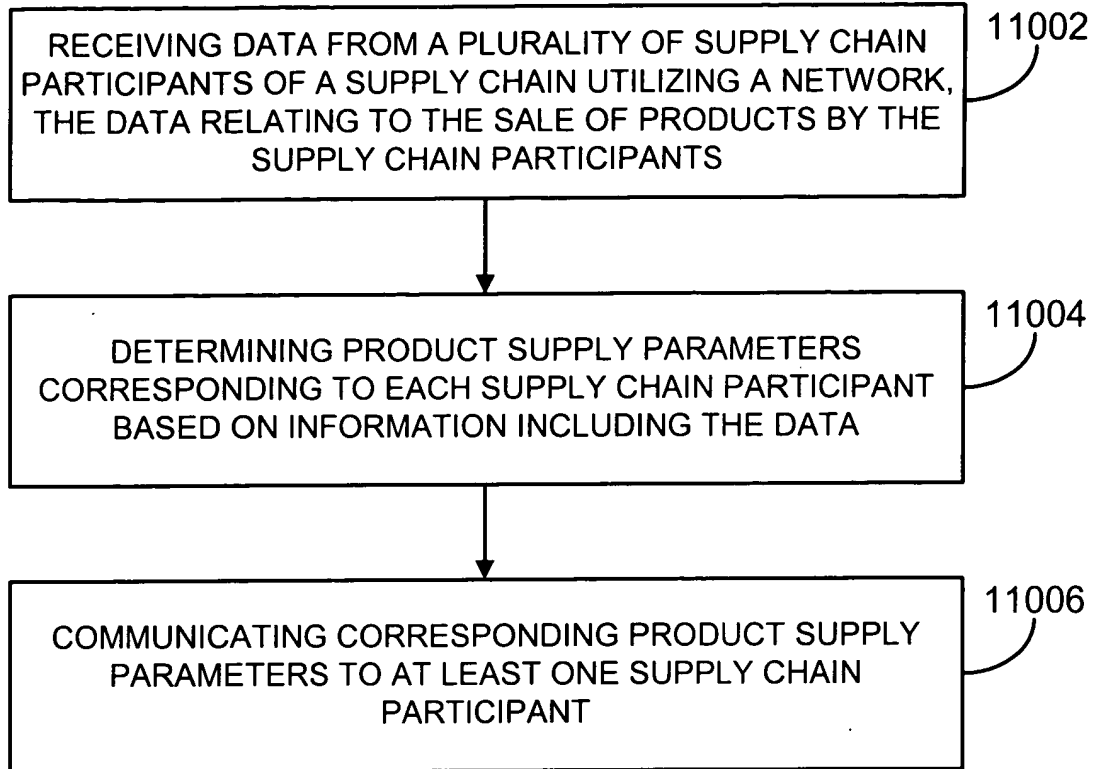


FIG. 110

11100



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102



DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104



APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

11200

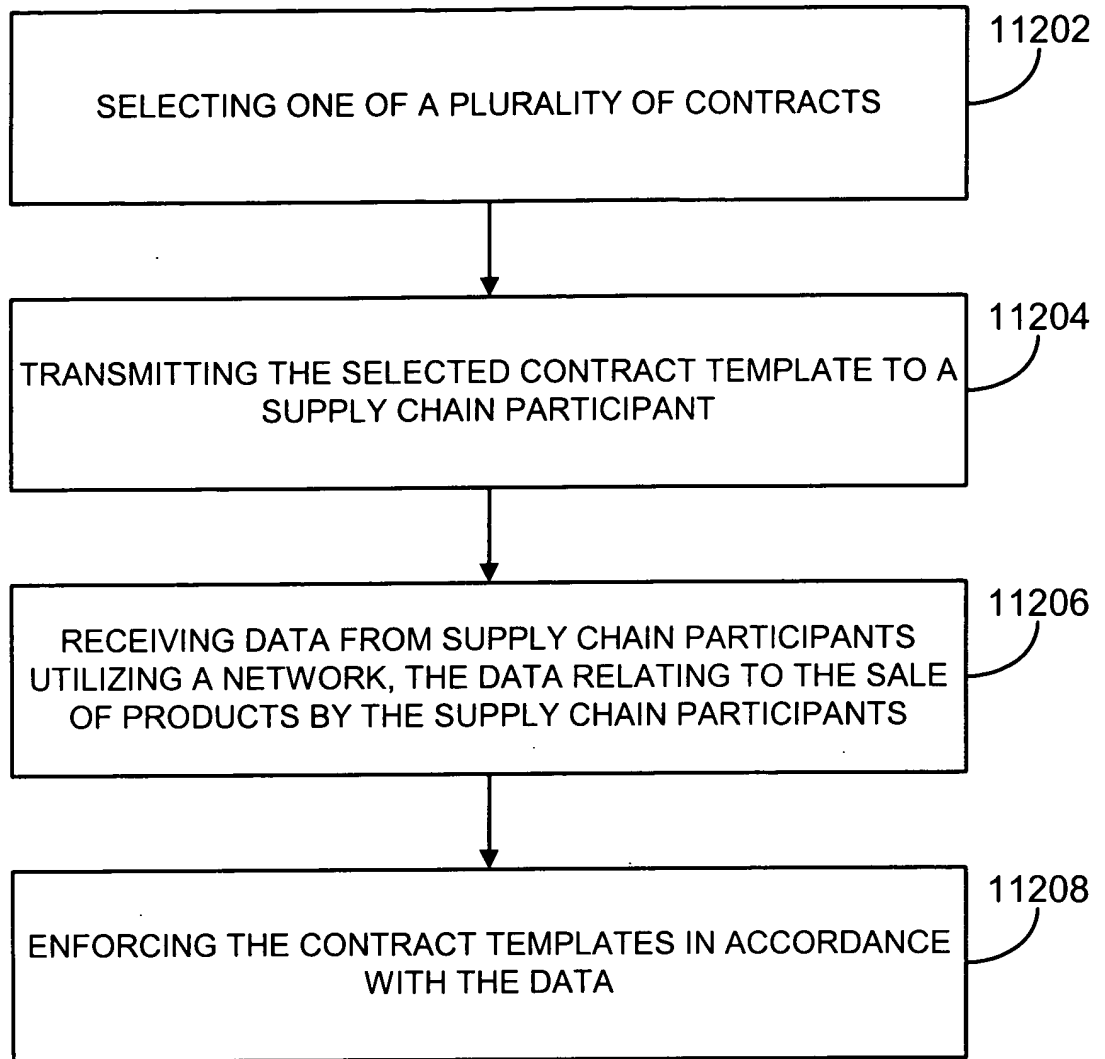


FIG. 112

11300

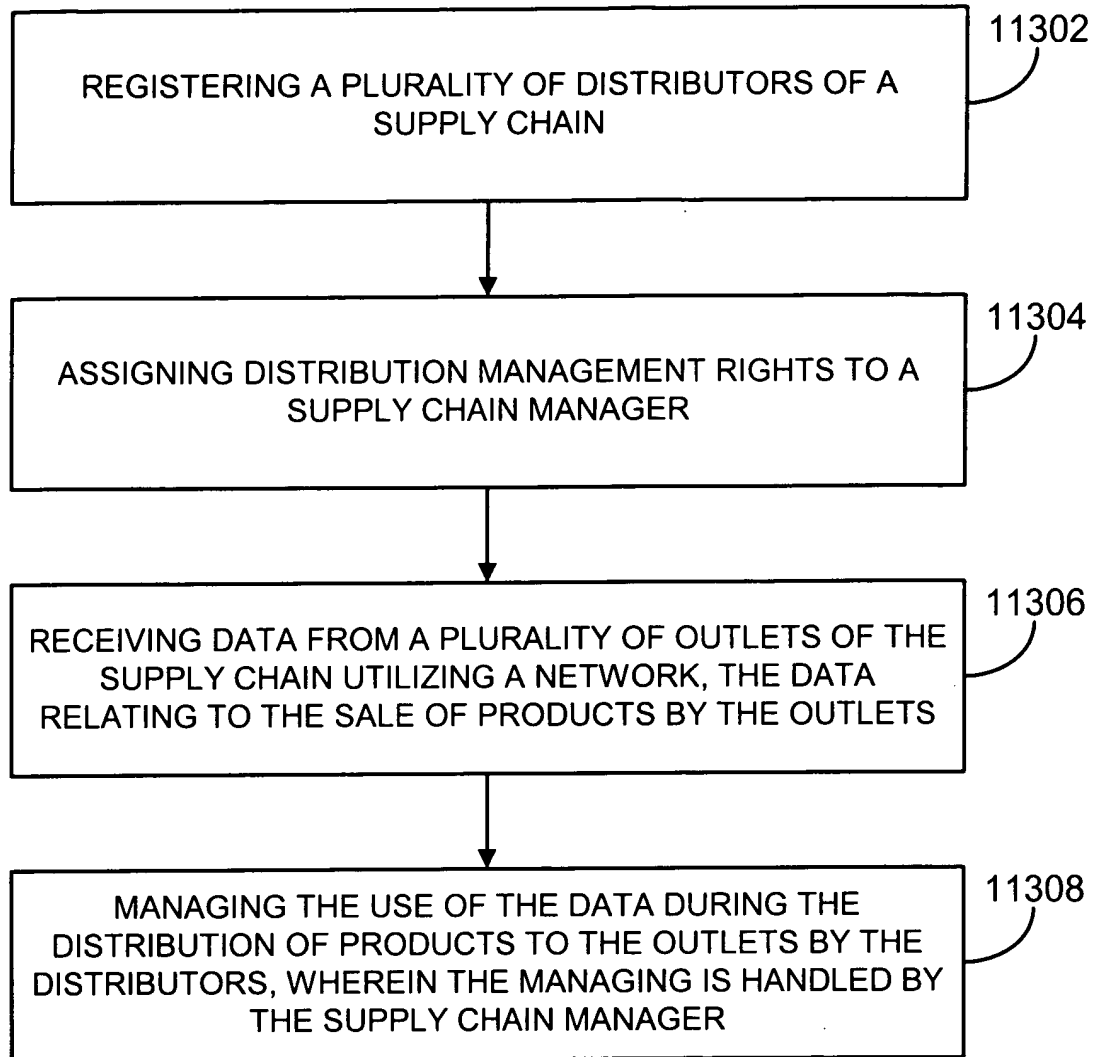


FIG. 113

11400

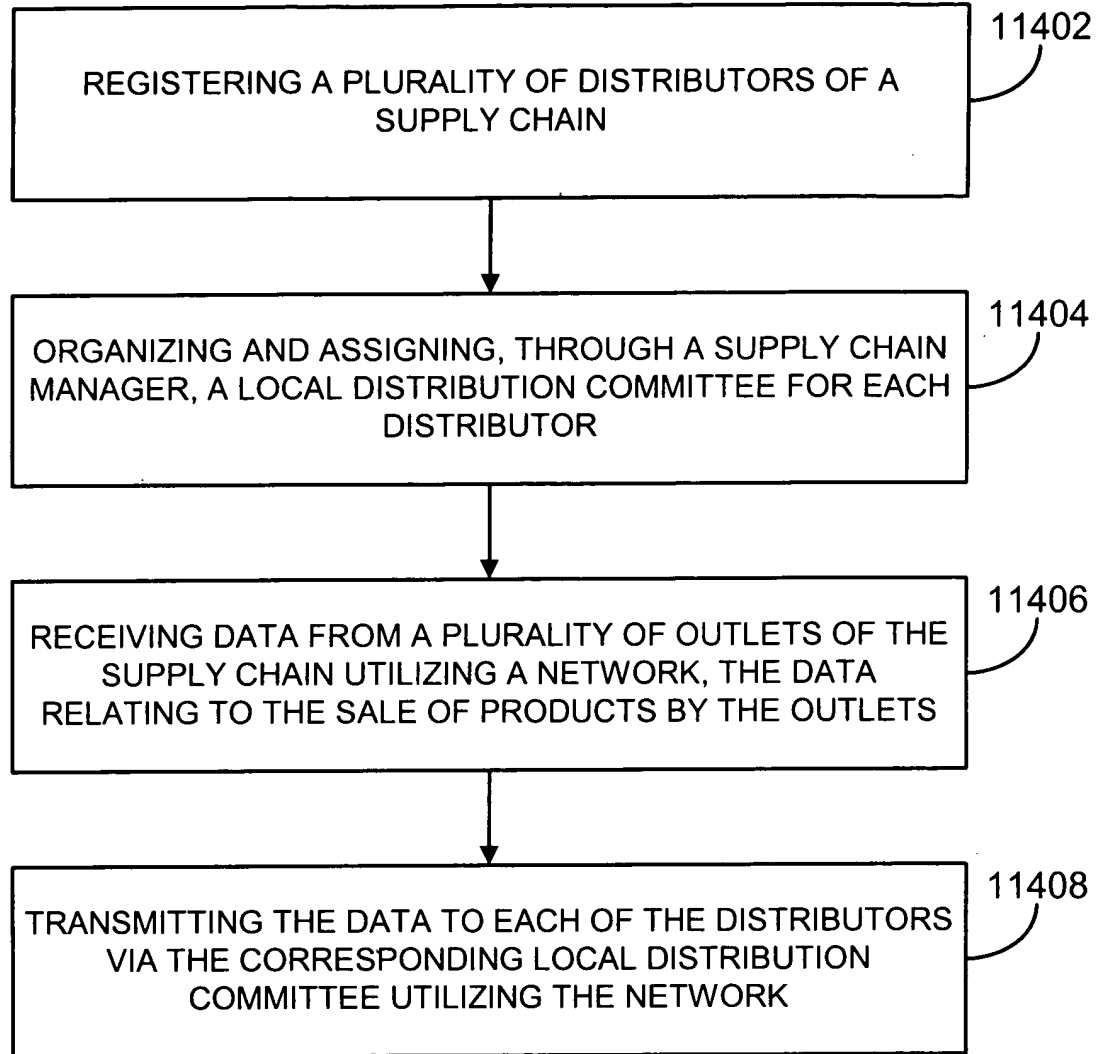


FIG. 114

11500

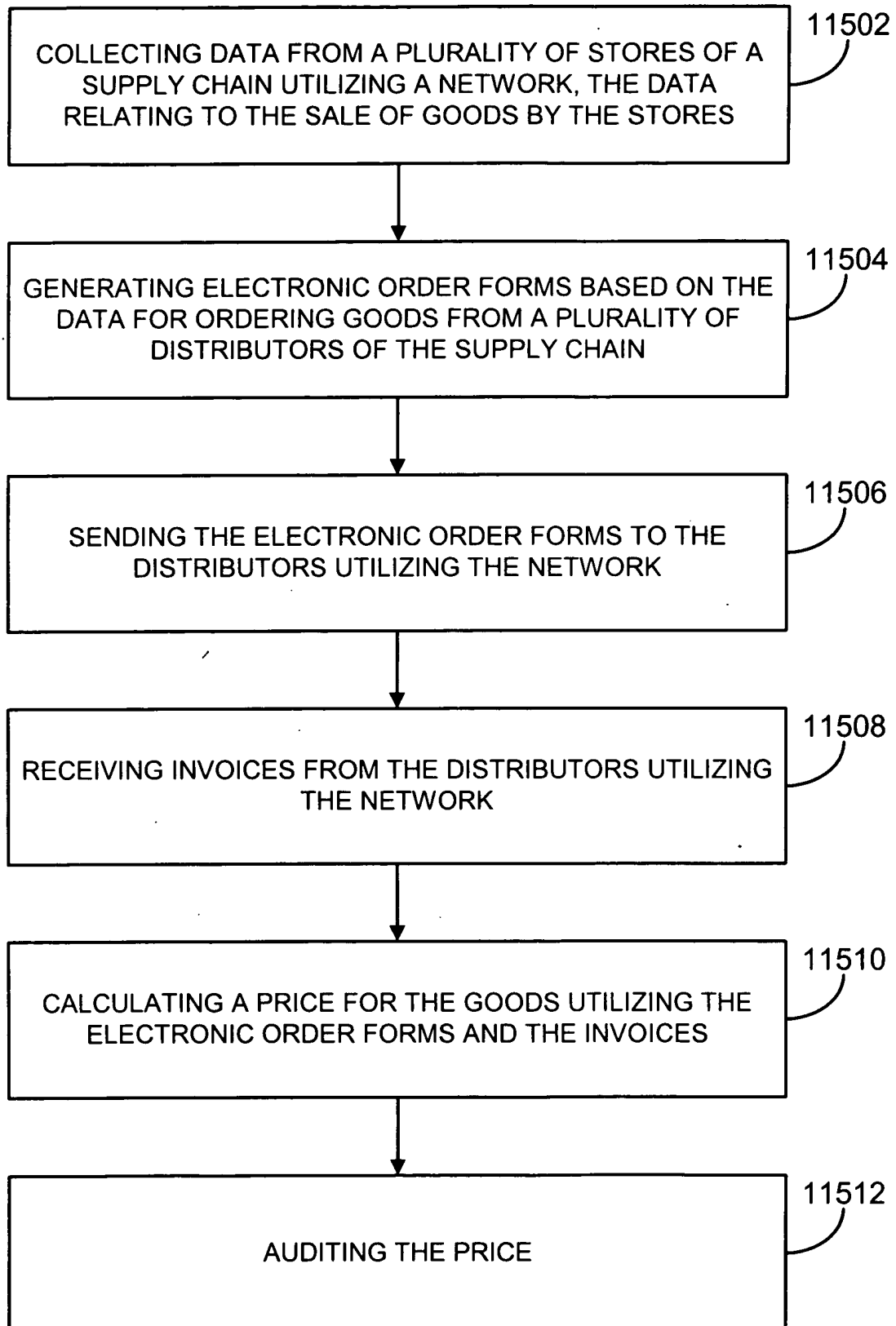


FIG. 115

11600

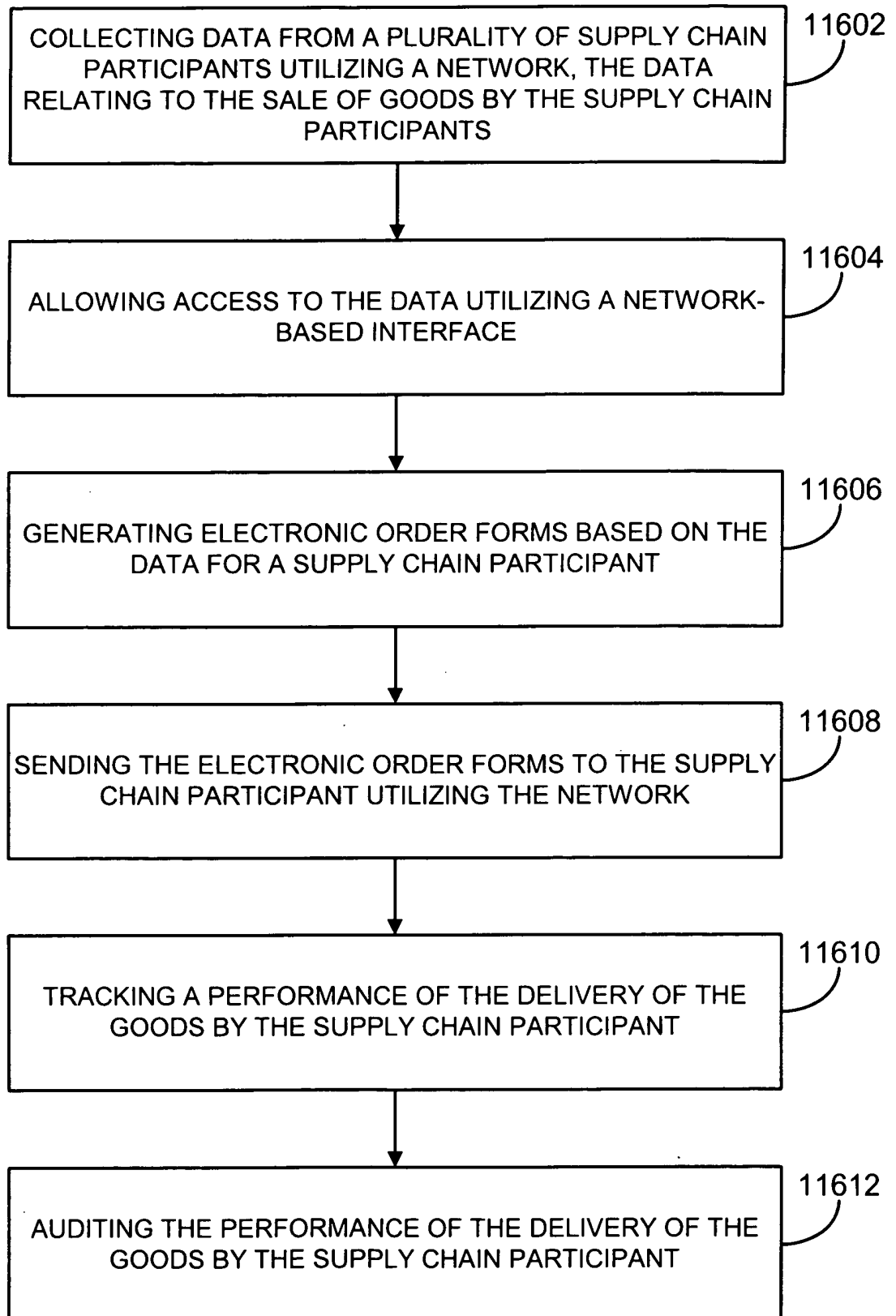


FIG. 116

11700

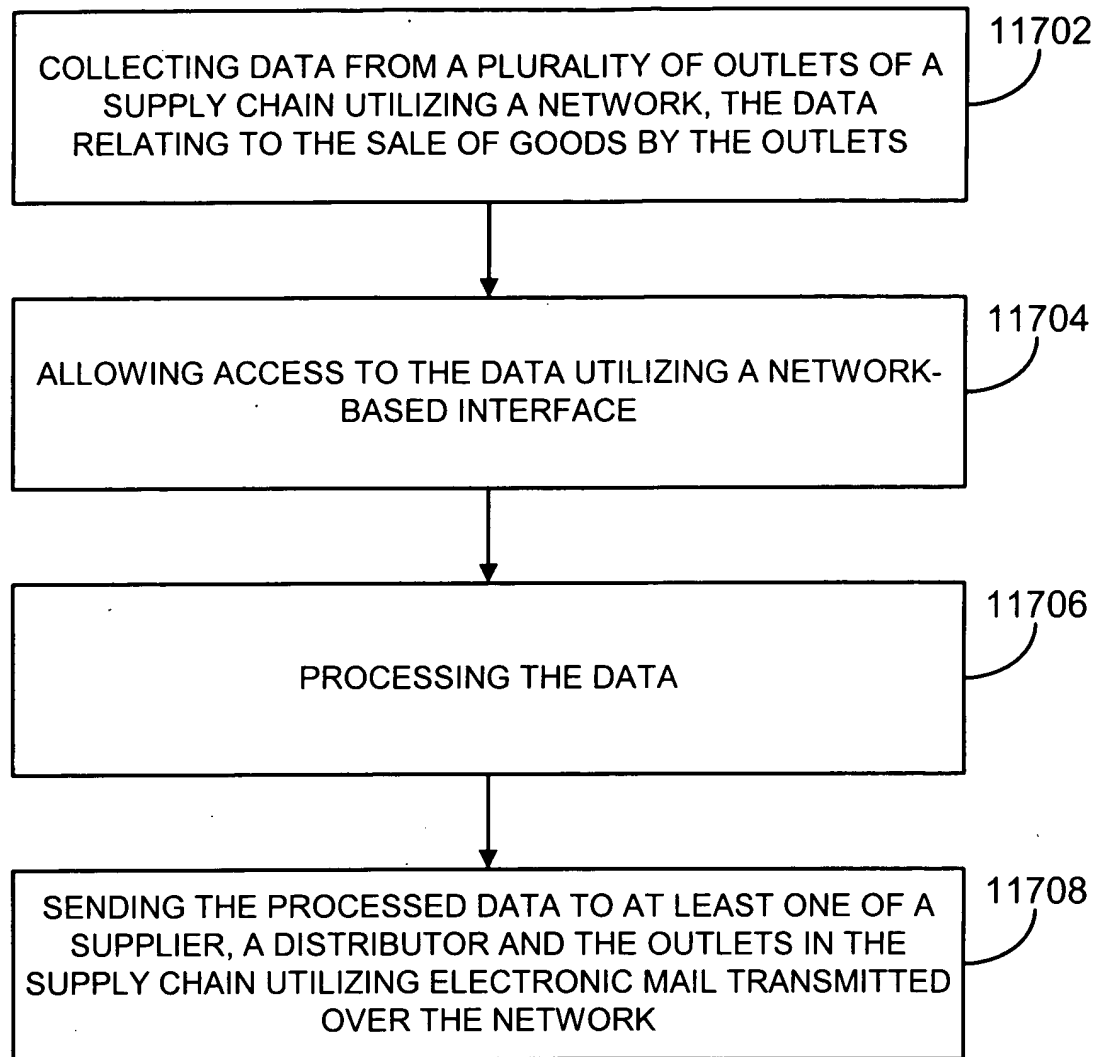


FIG. 117

11800

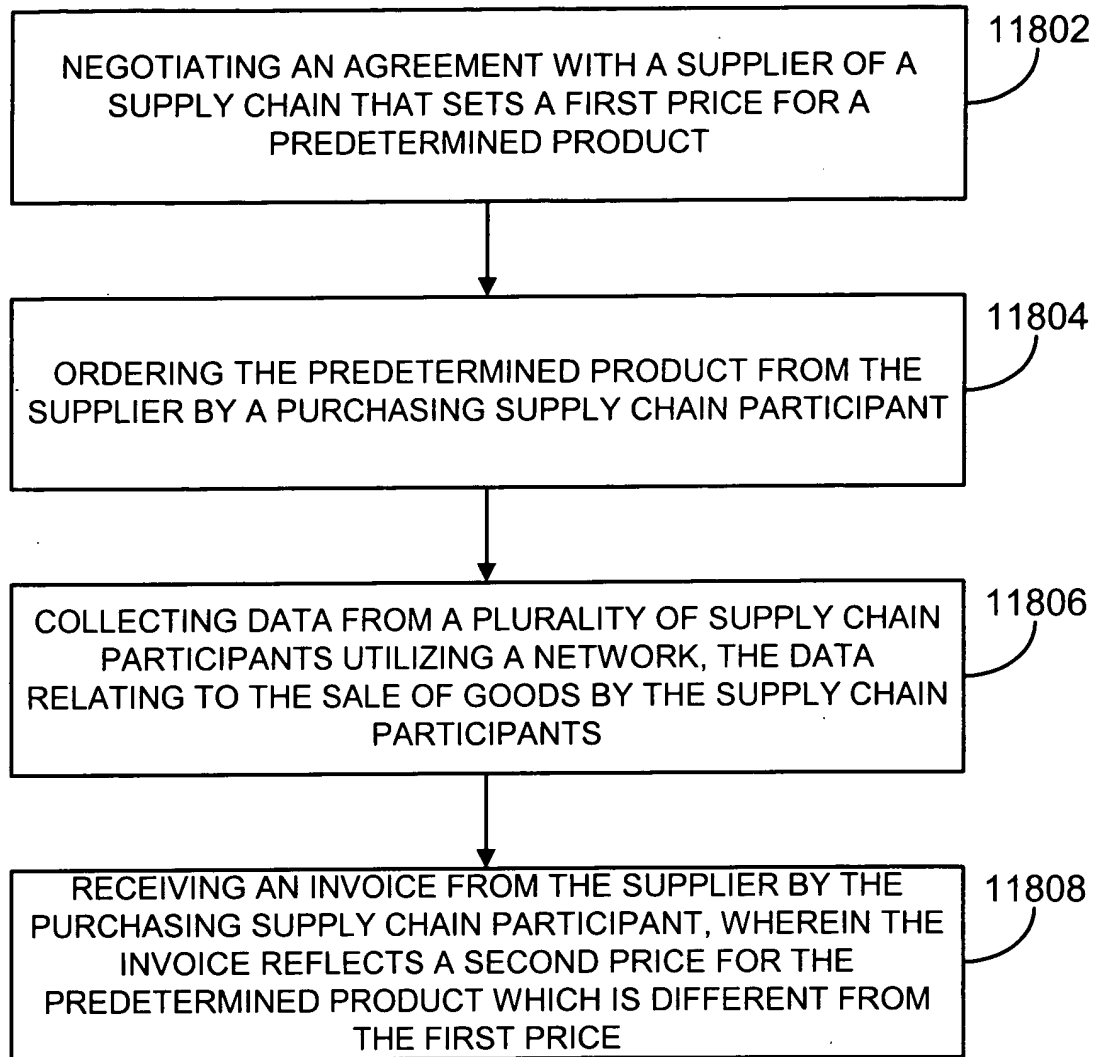


FIG. 118

11900

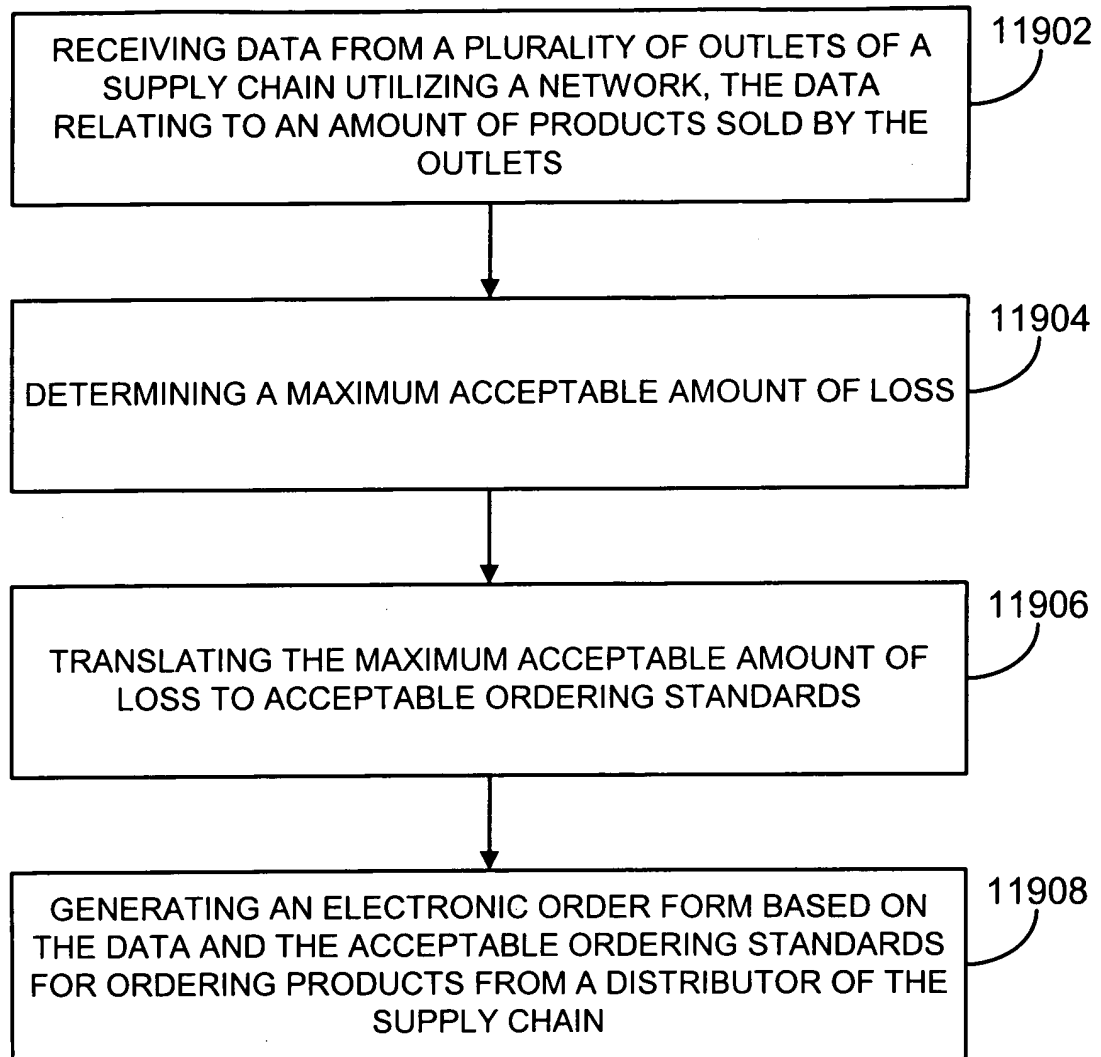


FIG. 119

12000

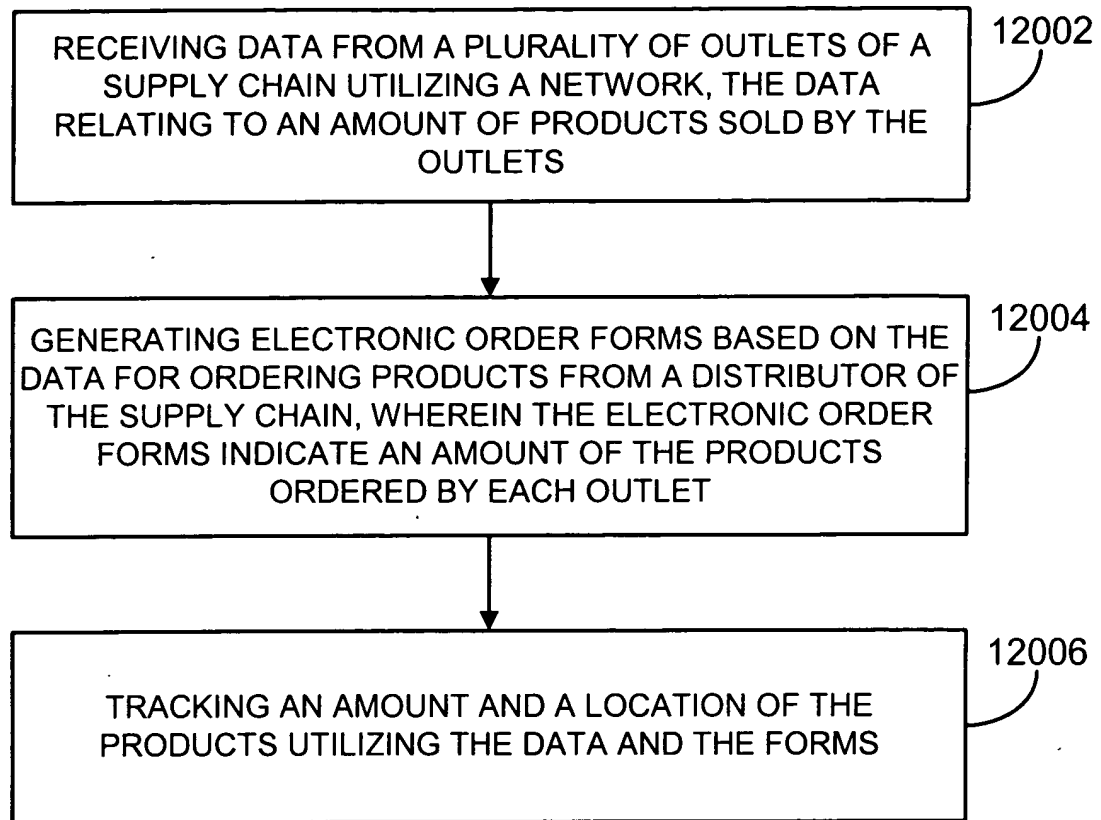


FIG. 120

12100

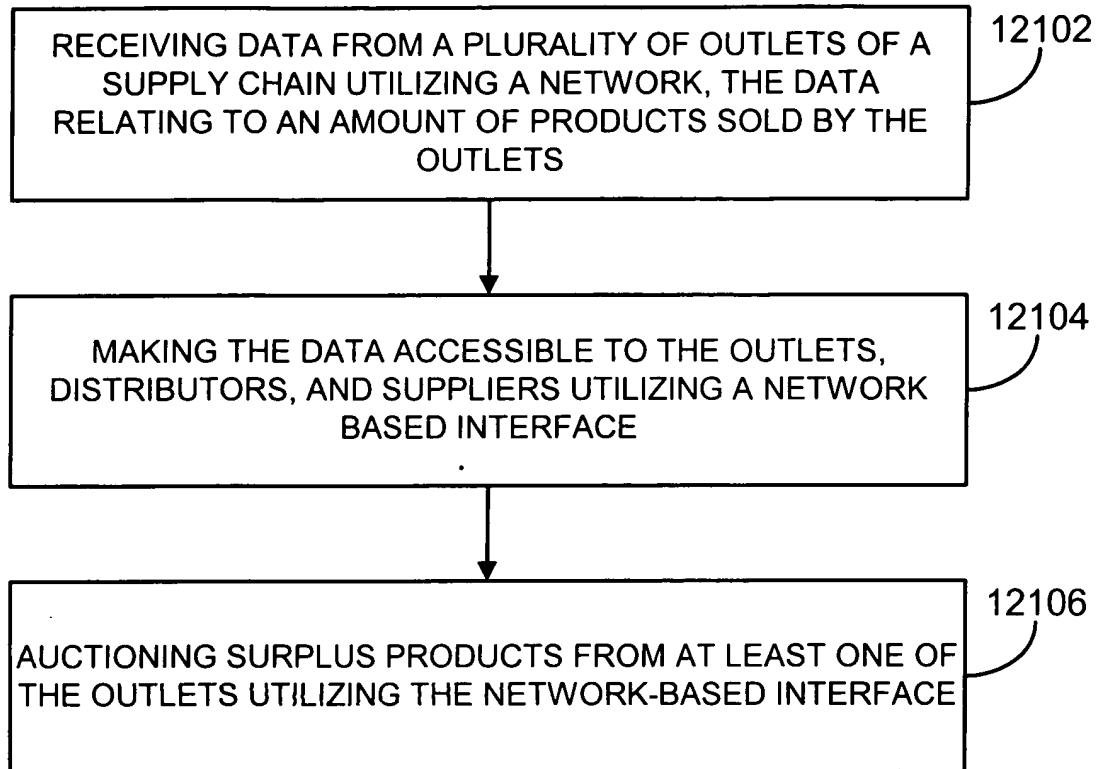


FIG. 121

12200

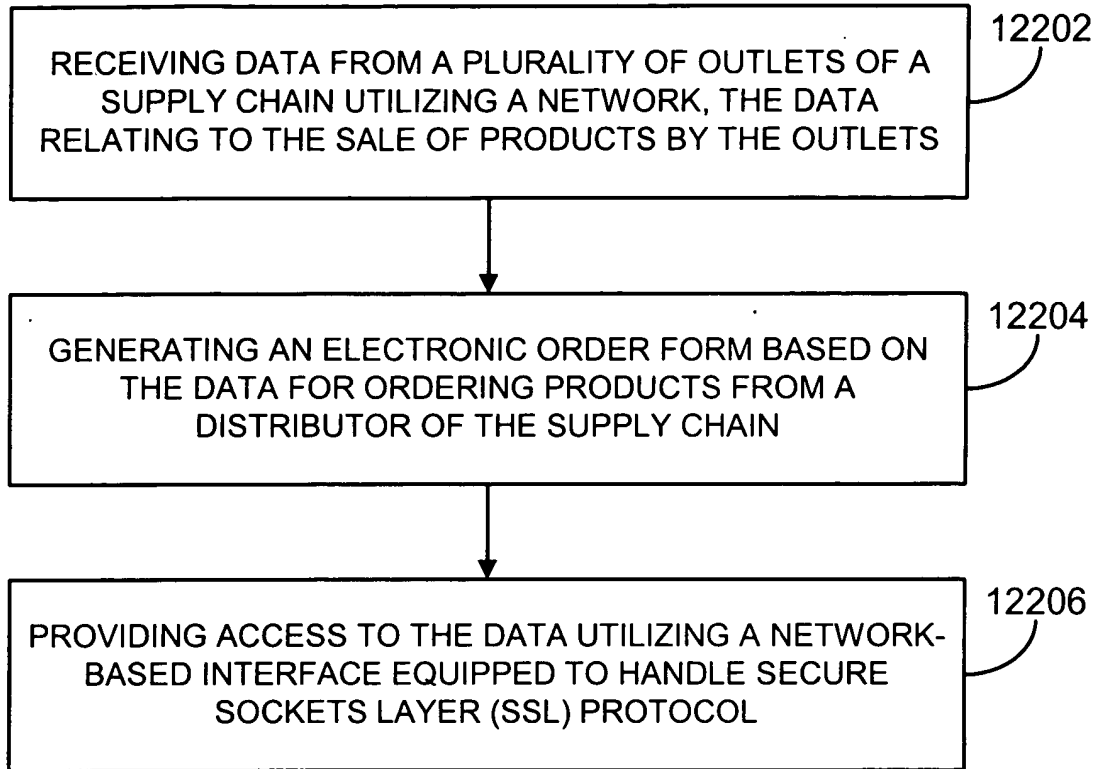


FIG. 122

12300

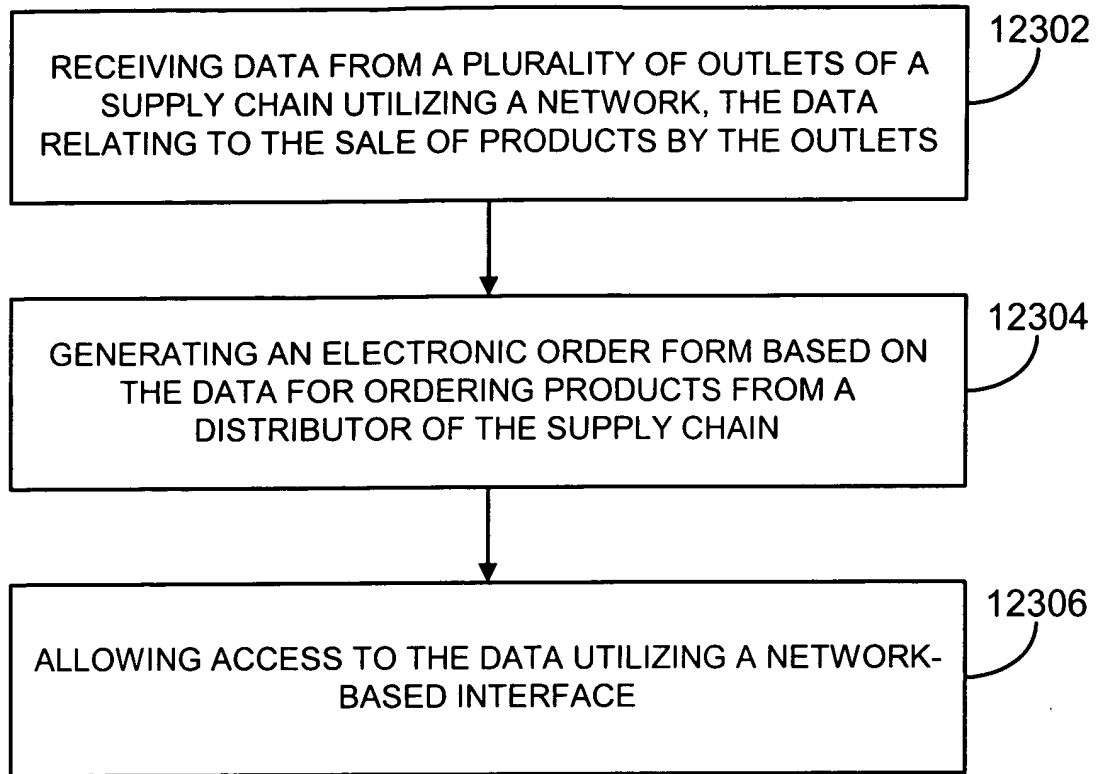


FIG. 123

12400

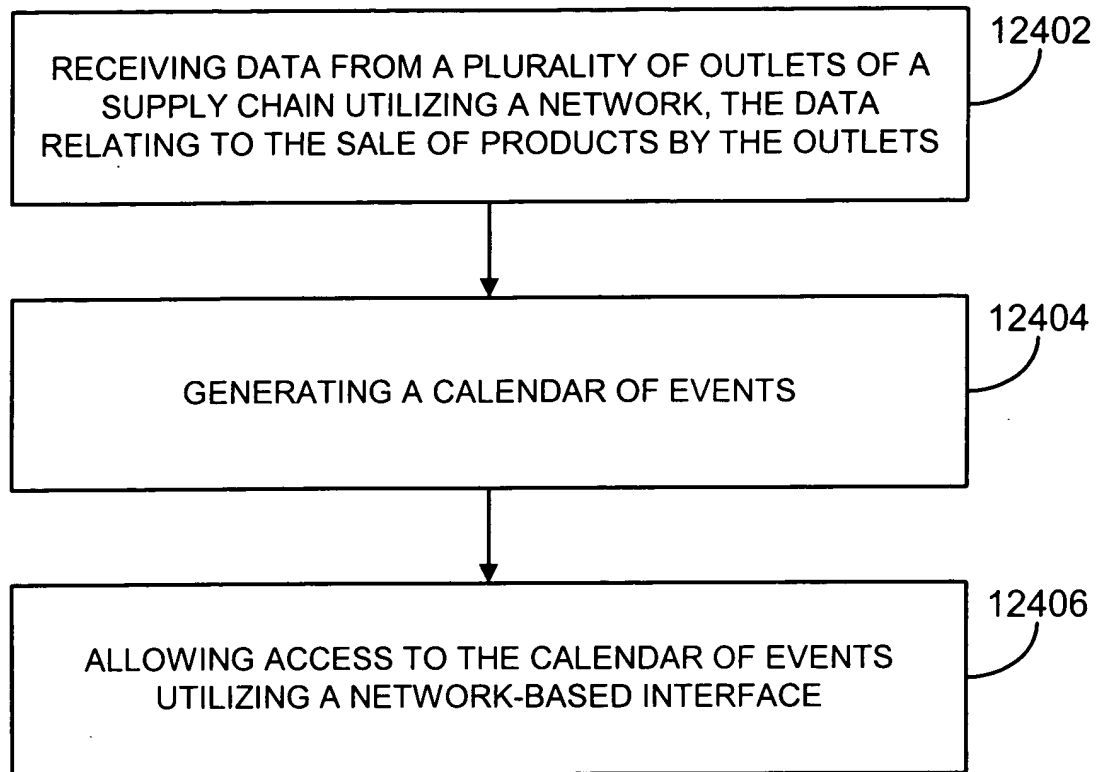


FIG. 124

12500

12502

A screenshot of a software interface showing a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, and Window. A dropdown menu is open under the 'Supply' menu, listing the following options: Supplier..., Supplier Site..., Distributor..., and DC... Below the dropdown menu, there are two buttons: 'Least Cost' and 'Contract'. At the bottom of the screenshot, there is a tab labeled 'Item' and a text field labeled 'Items...'.

FIG. 125

12600

12602

A screenshot of a toolbar containing three buttons: 'Sort', 'Print', and 'New'.

FIG. 126

12700

12702

A screenshot of a data entry form with the following fields and controls:

- Item Desc:** A text input field.
- Item Number:** A text input field.
- Product Cat Code:** A dropdown menu.
- Status Code:** A dropdown menu with the value 'Active' selected.
- Item Rank:** A dropdown menu.

FIG. 127

12800

Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

12900



FIG. 129

13000

| | | | |
|----------------------------|---|--------------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39.00 |
| Case Dimension U/M: | INCH(S) | Gross Weight: | 39.00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | Bar Code: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

| | | |
|-------------------------|-------------------------------|---|
| Site Information | Site Id: 17355 | Site Role: <i>FOB Shipping Point</i> |
| Site Name: | TYSON FOODS - NEW HOLLAND, PA | |

13102

FIG. 131

13200

| | | |
|-------------------------|--|---|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | Railroad Name: |
| Status: | Active <input checked="" type="checkbox"/> | Rail Sidings: <input type="checkbox"/> |

FIG. 132

13300

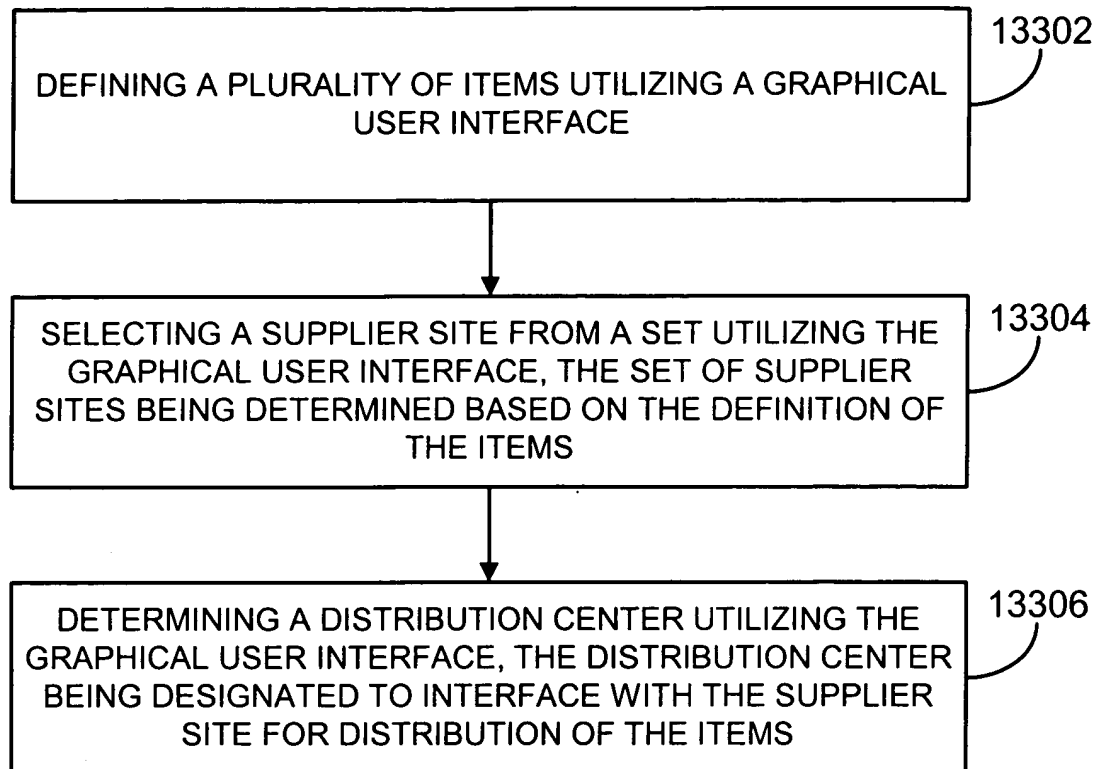


FIG. 133

13400

| | | | | | | | |
|-----------------|---------------------------------------|---|--------|-----------|--------|--|--|
| Item: | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: | 7/1/96 | End: | 9/1/96 | Final: | |
| Override Rules: | | <input type="radio"/> Yes <input checked="" type="radio"/> No | | Apply By: | | Cell | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|--------------|--------|--------|
| 1 | TRUCKLOAD(S) | Pallet | |
| 1 | TRUCKLOAD(S) | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

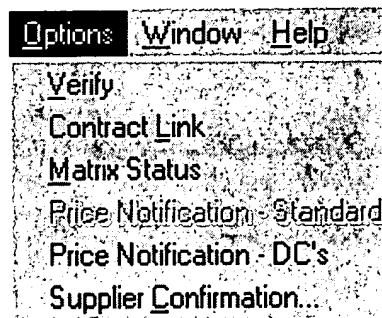


FIG. 141

14300

| | | |
|--------------------|-----------------------------------|----|
| <u>C</u> ost | <u>E</u> dit / View ... | F3 |
| Commodities | New (using previous matrix) ... | F4 |
| Vendor Rating | New (build matrix) ... | F5 |
| Contact Management | Multi Item Price Notification ... | |

FIG. 143

14400

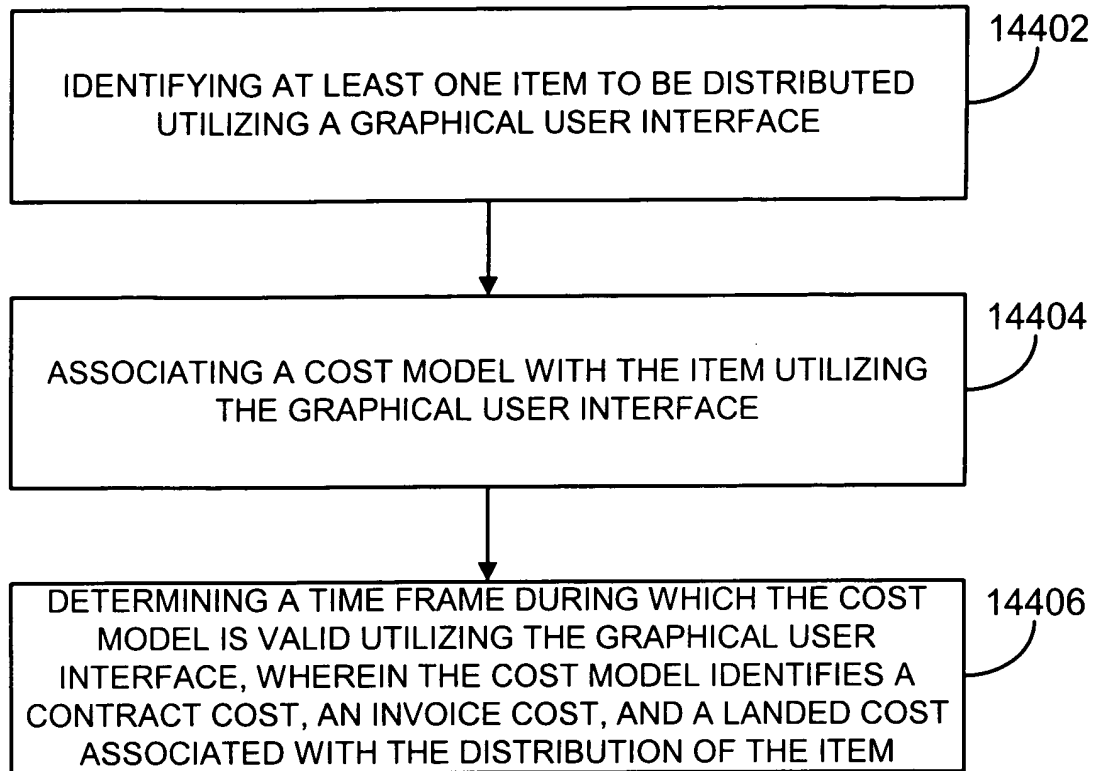


FIG. 144

14500



FIG. 145

14600

| | | |
|---------------------|-------------------|------------------------------------|
| Contract ID: | 673 - TYSON FOODS | |
| Initial Buyer Name: | Jamie Hersh | Current Buyer Name: Chris Stainton |

FIG. 146

14700

| | |
|----------------------|---------------|
| Contract Start Date: | 05/15/98 |
| Contract End Date: | 12/31/02 |
| Execution Date: | 5/15/98 |
| Effective: | Shipment Date |
| Payment Terms: | Net 10 |

FIG. 147

14800



FIG. 148

14900

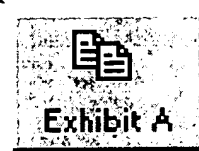


FIG. 149

15000

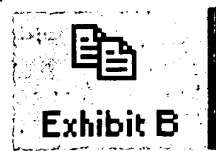


FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77% | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300

Exhibit C

FIG. 153

15400

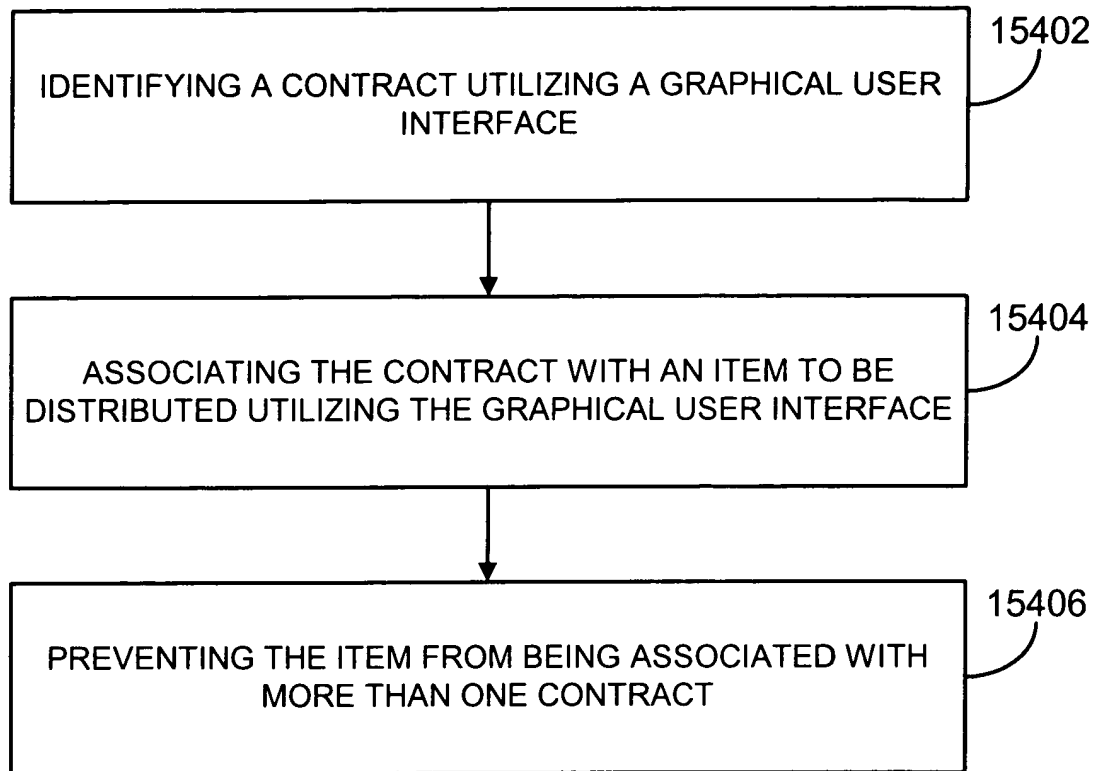


FIG. 154

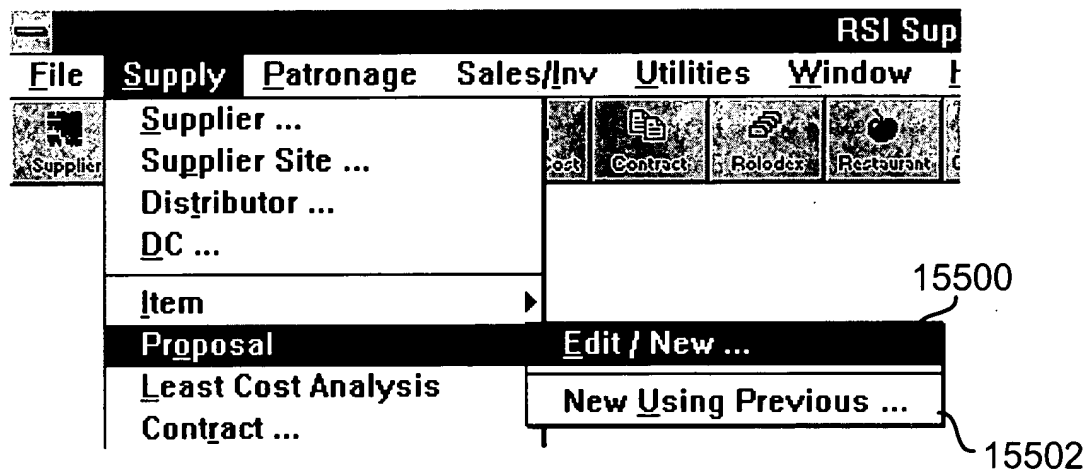


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Proposal Information

Proposal ID: 1021 Proposal Due Date: 06/12/97

Proposal Name: Foam Hot Cups & Polystyrene Lids Contract Begin Date: 07/01/97

Buyer Name: Dennis Clabby Contract End Date: 06/30/98

Actions

| # | Date | Action Description |
|---|----------|--|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

FIG. 156

FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT |
| |
| |
| |
| |
| |
| |

2 Rows Selected

| Item Description |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

> >> << <

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description | | Item Description |
|---------------------------|-------|------------------------------|
| CUP-HOT 12 OZ (PAPER) DRY | 15902 | CUP-HOT 12 OZ (DRY) |
| CUP-HOT 16 OZ (PAPER) DRY | > | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER) DRY | >> | CUP-HOT 8 OZ (DRY) |
| | << | LID-HOT 12/16 OZ (DRY) |
| | < | LID-HOT 8 OZ (DRY) |
| | | 15906 |
| | | 15908 |

15904

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component |
|------------------|----------------------|
| MAYO-BULK | Mayonaise Components |
| | (None Selected) |
| | Generic FOB Pricing |
| | Mayonaise Components |

FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.26 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 |

FIG. 161

FIG. 161

16200

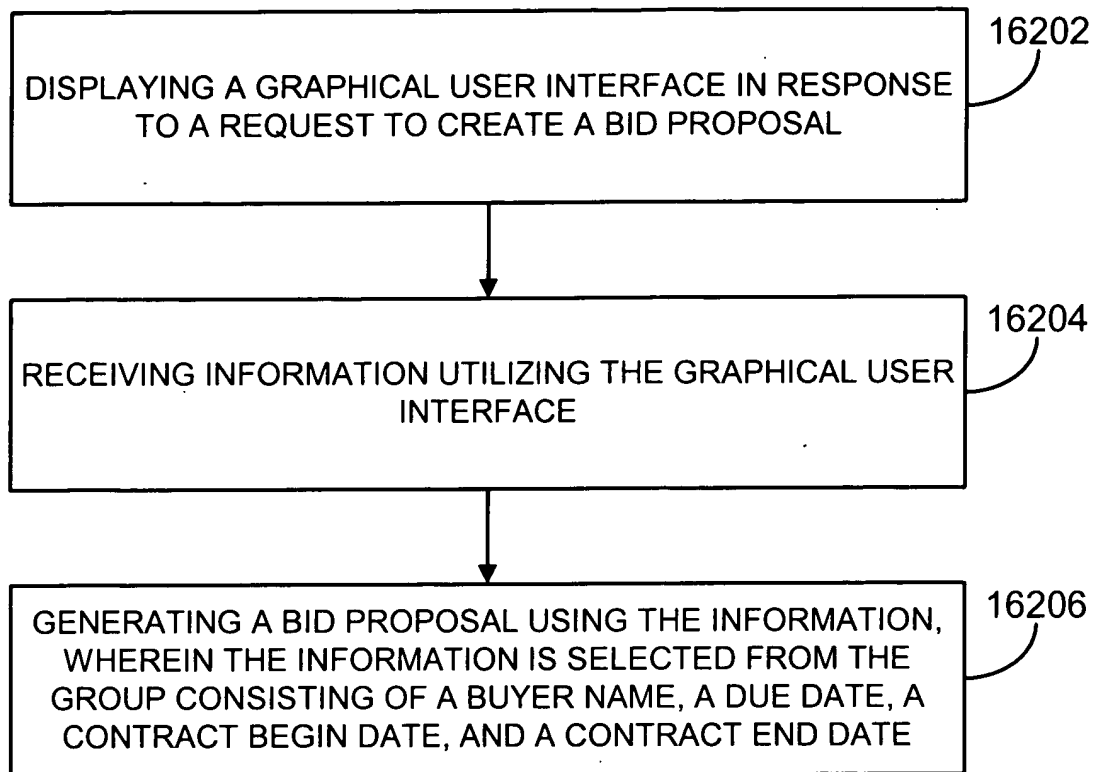


FIG. 162

FIG. 163

16300



FIG. 163

16400

| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|------------------------------|---------------|-------------|-----------------|
| | | <i>Word</i> | <i>Y/N</i> |
| Bid Proposal Cover Letter | | ? | Y |
| General Terms and Conditions | | ? | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | | ? | N |
| BK Specification Request | | ? | N |
| FOB Price Component | | ? | N |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

16500

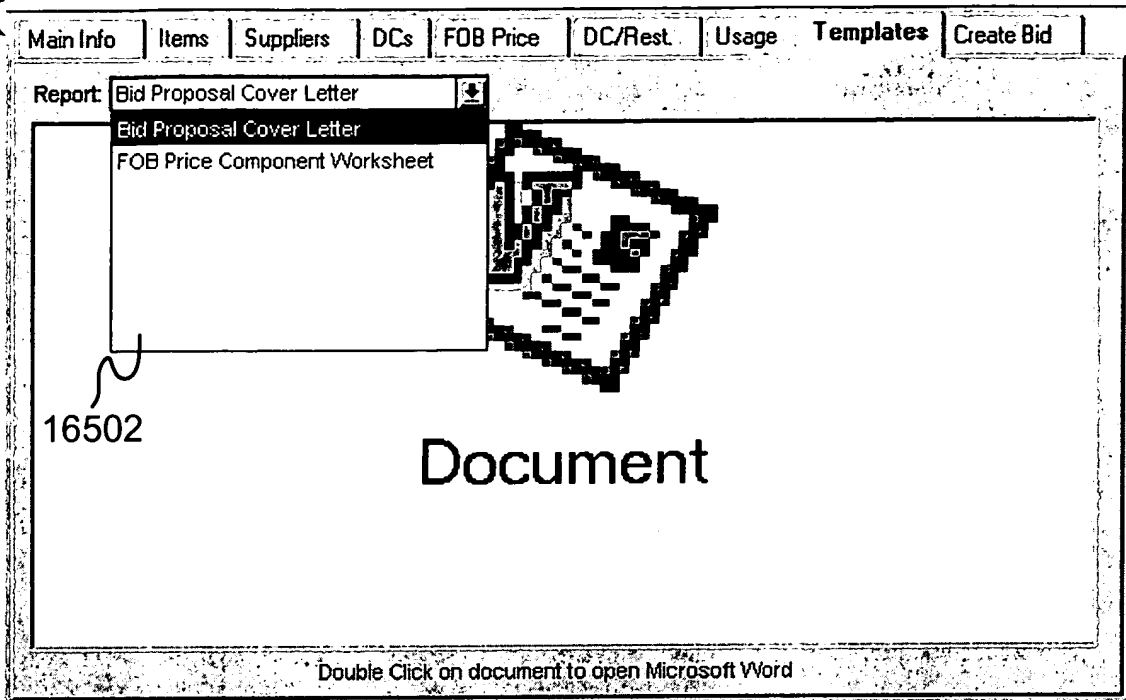


FIG. 165

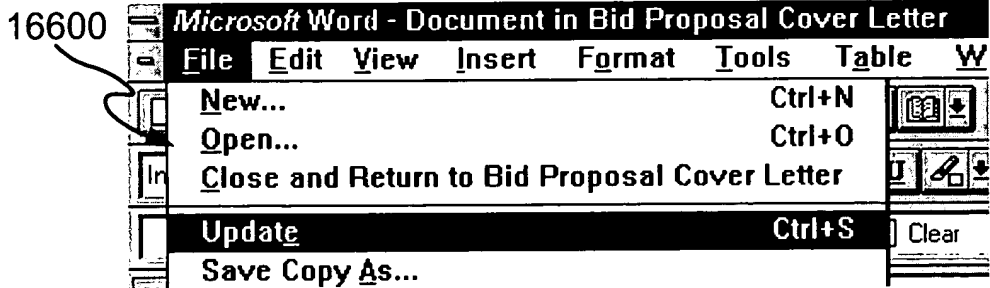


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | Cost |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/> | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/> | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| Usage Estimates <input checked="" type="checkbox"/> | LTL Freight Worksheet <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> | |
| Item Information Worksheet <input checked="" type="checkbox"/> | Blank Sheets |
| Sample Supply Agreement <input checked="" type="checkbox"/> | Supplier Facility Worksheet <input checked="" type="checkbox"/> |
| BK Specification Request <input checked="" type="checkbox"/> | Item Information Worksheet <input checked="" type="checkbox"/> |
| | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| | LTL Freight Worksheet <input checked="" type="checkbox"/> |

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

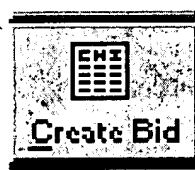


FIG. 168

16900

Report: 7/2/97

| Item Information Worksheet | Supplier: (all) |
|-------------------------------|---|
| Bid Proposal Cover Letter | Restaurant Services, Inc. Item Information Worksheet ATTY DS |
| FOB Price Component Worksheet | |
| General Terms & Conditions | |
| Item Information Worksheet | |
| LTL Freight Worksheet | |
| Sample Supply Agreement | |
| Supplier Facility Worksheet | |

FIG. 169

17000

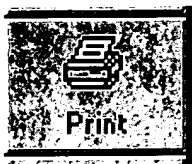


FIG. 170

17100



FIG. 171

17200

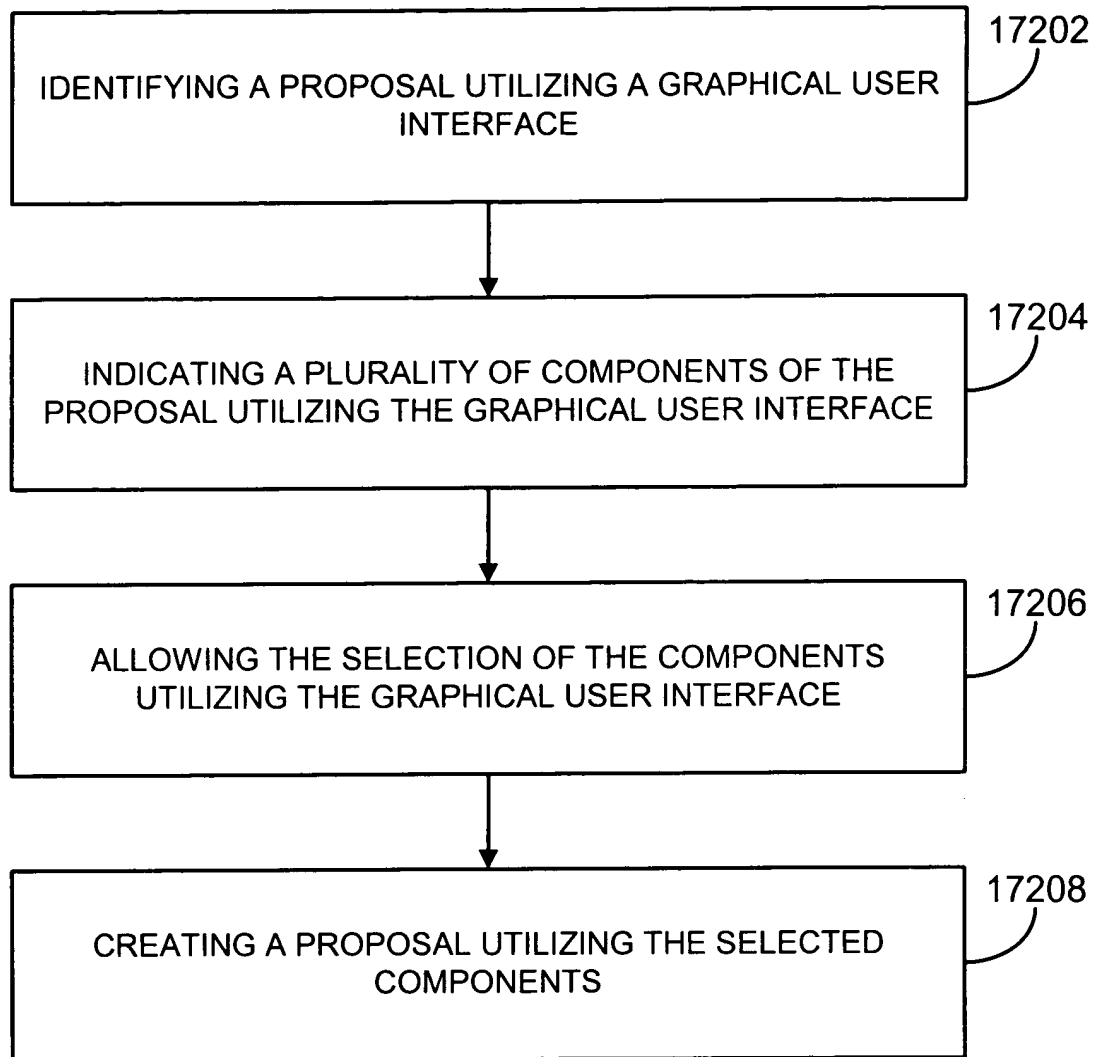


FIG. 172

17300



FIG. 173

17400

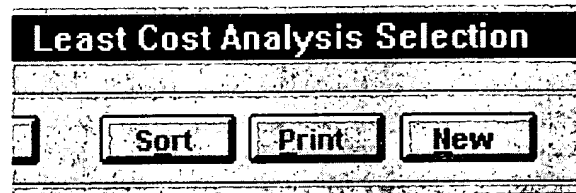


FIG. 174

17500

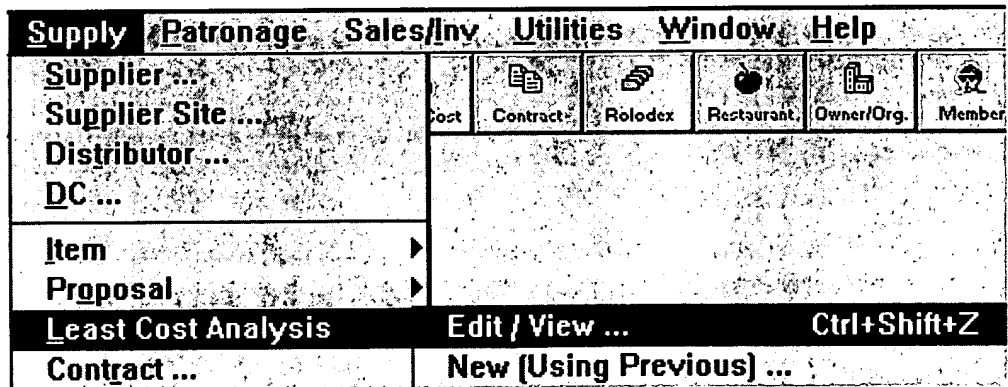


FIG. 175

Bid Proposal Name:

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



FIG. 176

2025 RELEASE UNDER E.O. 14176

17700

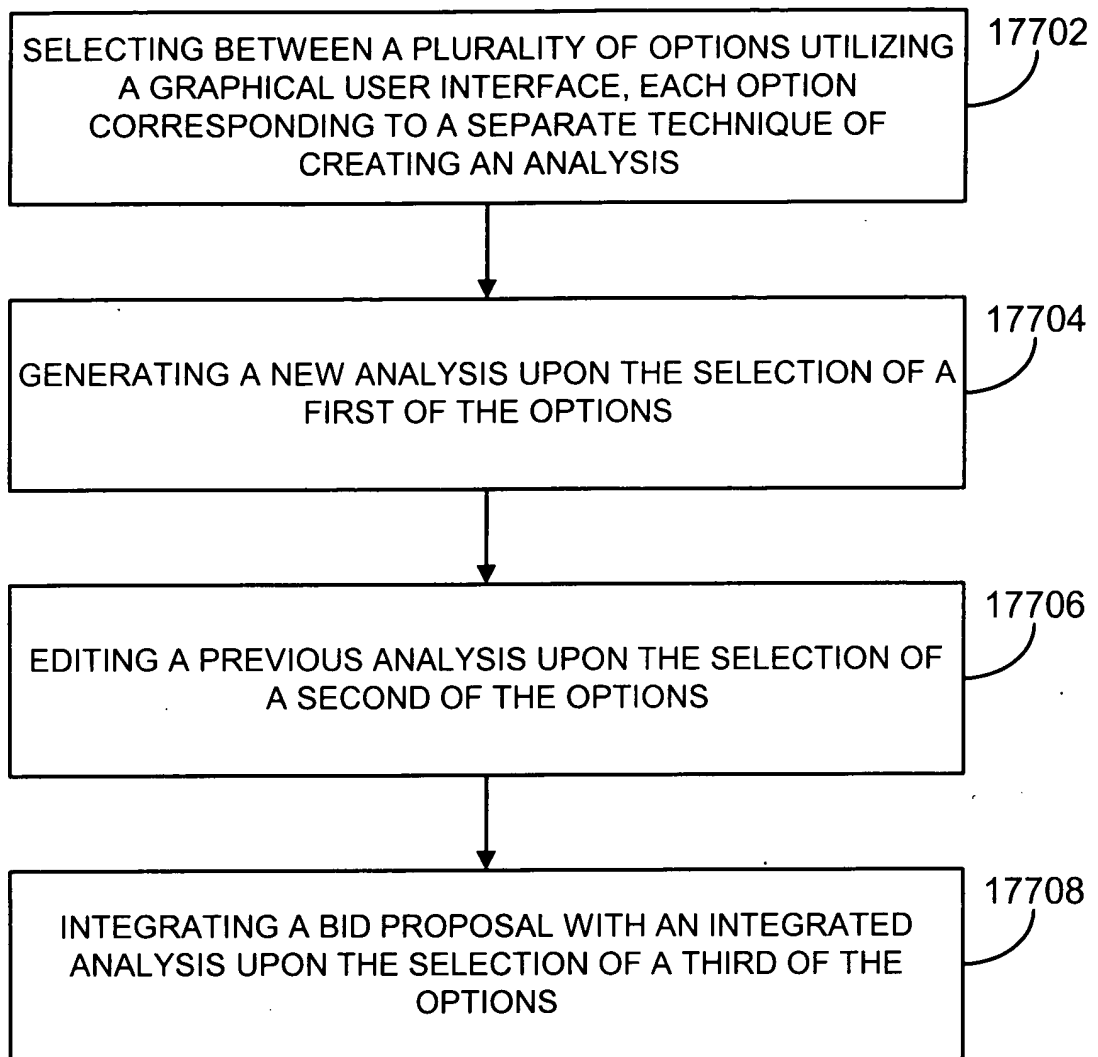


FIG. 177

17800

| | | | |
|----------------------|-------------------|------|---------|
| Analysis Name: | Hash Brown Actual | | |
| Analysis ID: | 1036 | | |
| Buyer: | Dennis Clabby | | |
| Period of Agreement: | 10/1/97 | THRU | 9/30/98 |
| Unit Of Measure: | CASE(S) | | |

FIG. 178

17900

| | | |
|--|---------------|--------------------------------|
| Version (1) of (9) | | Base version |
| What is the max # of FOB points to allocate to each DC ? | One FOB | |
| What is pricing method for this version ? | FOB + Freight | |
| What is the RSI Invoice FOB Upcharge (Downcharge) ? | 0.0000 | |
| Override RDC Truckload Validation? | No | |
| Solution Strategy: | Standard | Last Revision: 9/15/97 1:04 PM |

FIG. 179

18000

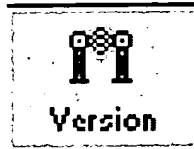


FIG. 180

18100

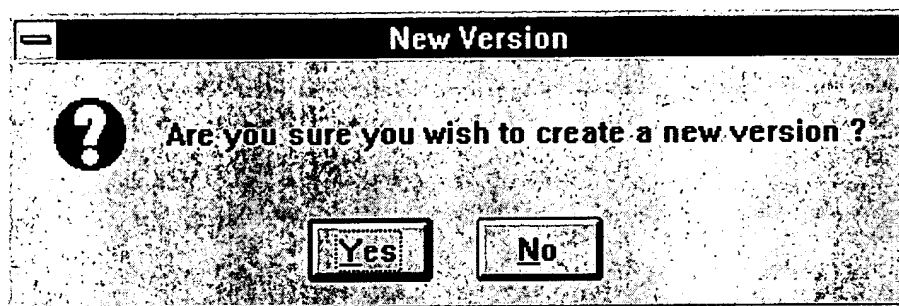


FIG. 181

18200

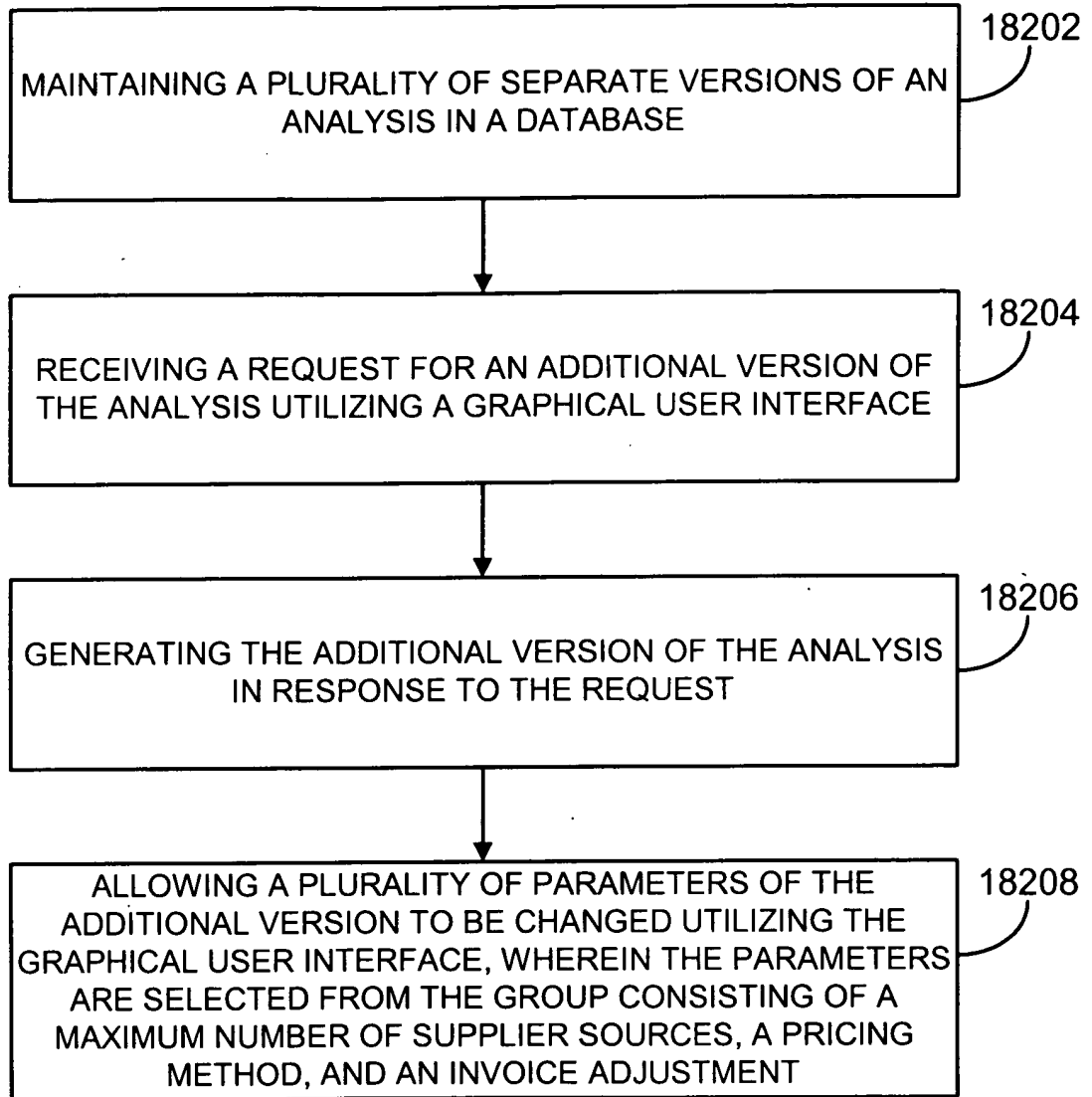


FIG. 182

FIG. 183

18300



Search Query Reset

Query Values 7 Rows Selected

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |
| |

>

>>>

| Supplier FOB |
|----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| MRERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400

| Item Description | Conv. Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

FIG. 184

18500

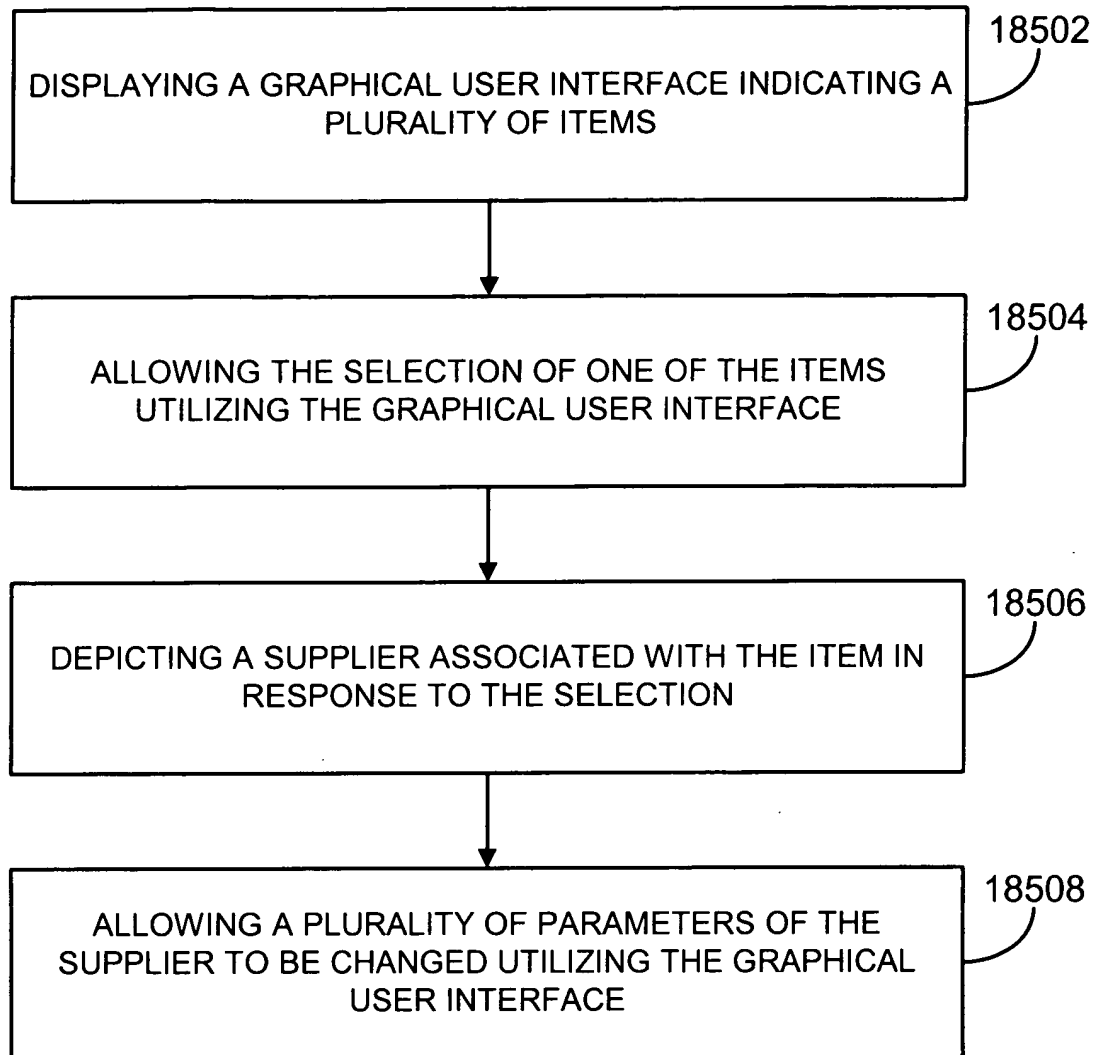


FIG. 185

18600

| Item Description | Supplier FOB |
|------------------|------------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNINGTOWN, PA |

| | | | |
|----------------------------|----------------|-----------------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Gases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Gases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M | INCHE(S) | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700

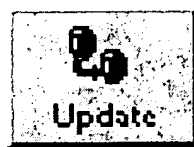


FIG. 187

18800

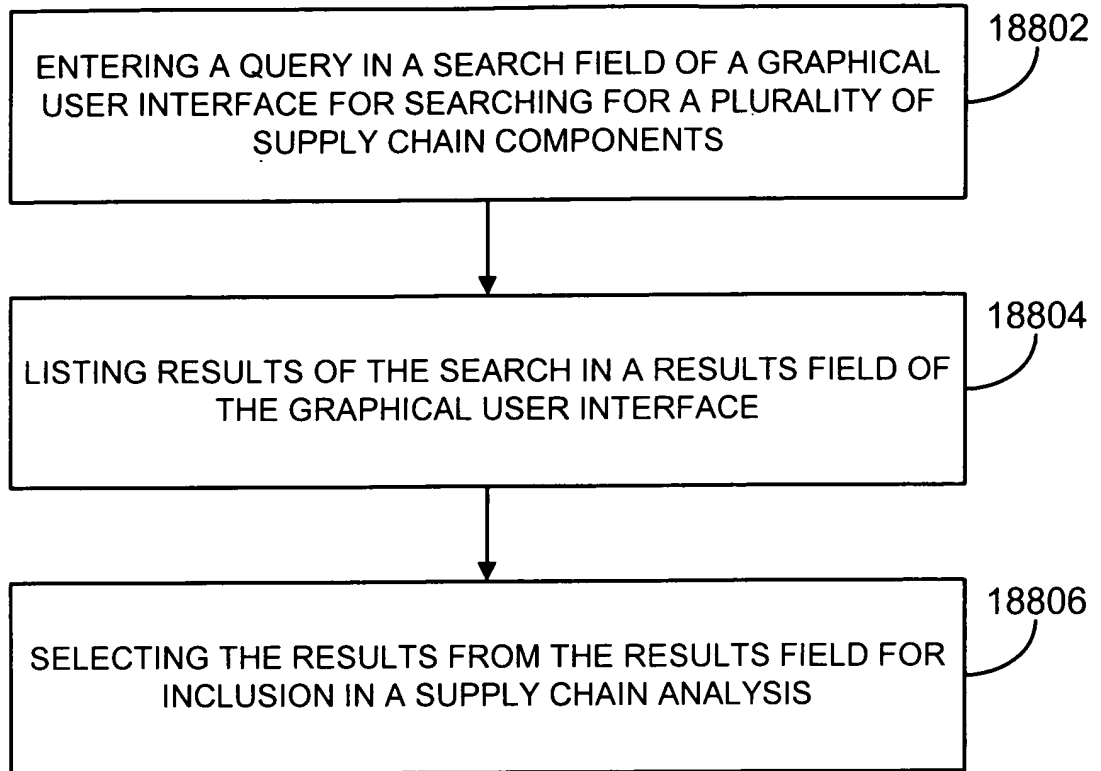


FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|----------------------|-------|---------|-------------|---------|---|
| CAVENDISH FARMS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. | | Pallet | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Supplier FOB | Minimum | Maximum | Include |
|-------------------------------------|------------|-------------|---|
| LAMB-WESTON, INC.-PASCO, WA | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|---------------------|-------|---------|-------------|---------|---|
| MCCAIN FOODS | | Pallet | | | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| NESTLE FOOD COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS | | Pallet | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Supplier FOB | Minimum | Maximum | Include |
|---|------------|-------------|---|
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC.-OTHELLO, WA | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

19100

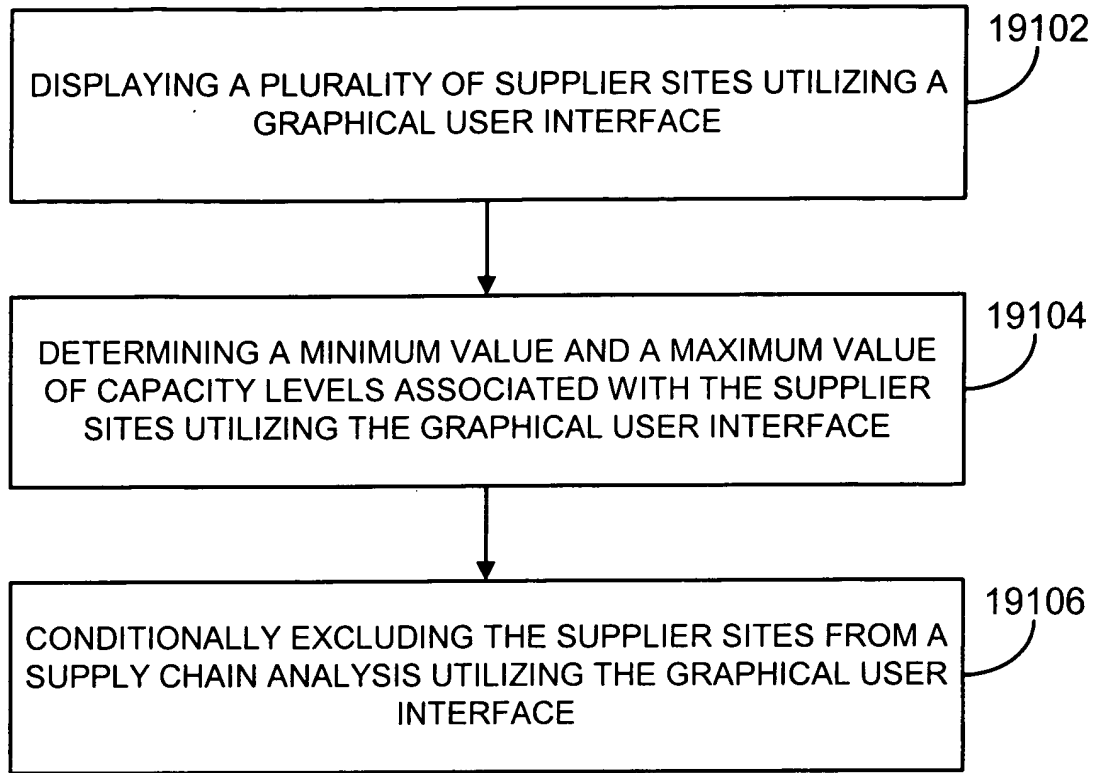


FIG. 191

19200 20130600

19200
↘

| Supplier | # | Volume | | |
|----------------------------|---|--------|--|--|
| HUDSON INDUSTRIES | 0 | | | |
| INTERNATIONAL DIVERSEFOODS | 0 | | | |
| SUPERIOR COFFEE & FOODS | 0 | | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8.4200 | 0 | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES | 0 | |
| TEXAS AMERICAN FOOD SERVICE | 0 | |
| WHITEFORD FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume |
|---------------|---|---------|
| VENTURA FOODS | 0 | |
| VENTURA FOODS | 1 | 100,000 |

| Supplier, FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

19500

| Item Description | | Supplier FOB | |
|-------------------------|--|--------------------------------|----------|
| FRIES-COATED | | CAVENDISH-PRINCE EDWARD | |
| FRIES-COATED | | J.R. SIMPLOT COMPANY-HERMISTON | |
| FRIES-COATED | | LAMB-WESTON, INC-PASCO, WA | |
| Distribution Center | | Delivered | # Volume |
| AMERISERVE-OMAHA, NE | | 0.3750 | 0 0 |
| AMERISERVE-PLYMOUTH, MN | | 0.3850 | 0 0 |
| AMERISERVE-WAUKESHA | | 0.3670 | 0 0 |
| FLEMING FOODS-KAPOLEI | | 0.4725 | 0 0 |
| KING PROVISION-ATLANTA | | 0.3950 | 0 0 |

FIG. 195

FIG. 195

19600

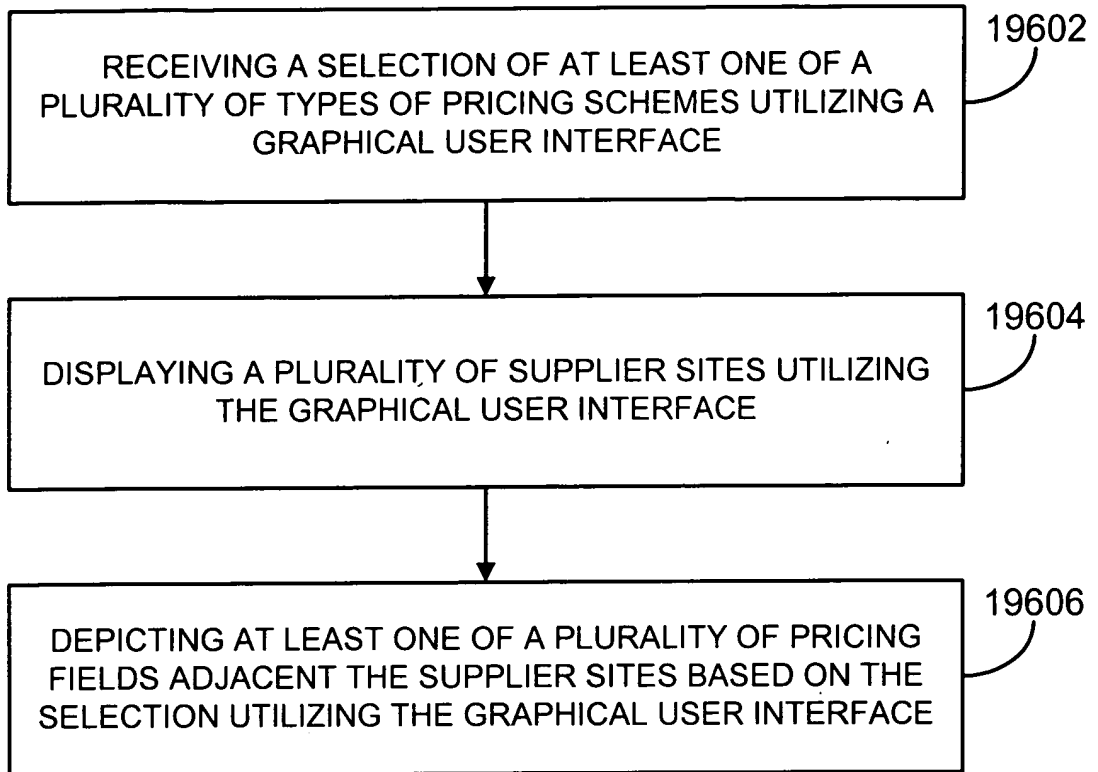


FIG. 196

19700

| Total Rest. Growth Amount | | Usage Period | |
|----------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVEPOST-DENVER | 35 | 5.00% | 37 |
| AMERISERVEPOST-SALT LAKE, UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00 | |
| | | |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900



DISPLAYING A PLURALITY OF SUPPLY CHAIN
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902



ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING
THE GRAPHICAL USER INTERFACE

19904



CALCULATING A PROJECTED PARAMETER AMOUNT
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS
BASED ON THE GROWTH VALUE

19906

FIG. 199

20000

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | | Honor-TL Rate |
|-------------------------------|------------------------------|--|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

FIG. 200

20002

20100

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | |
|-----------------------------|---|--|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded |

FIG. 201

20200


| Invalid Selection | |
|---|--|
|  | AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
| <input type="button" value="OK"/> | |

FIG. 202

20300

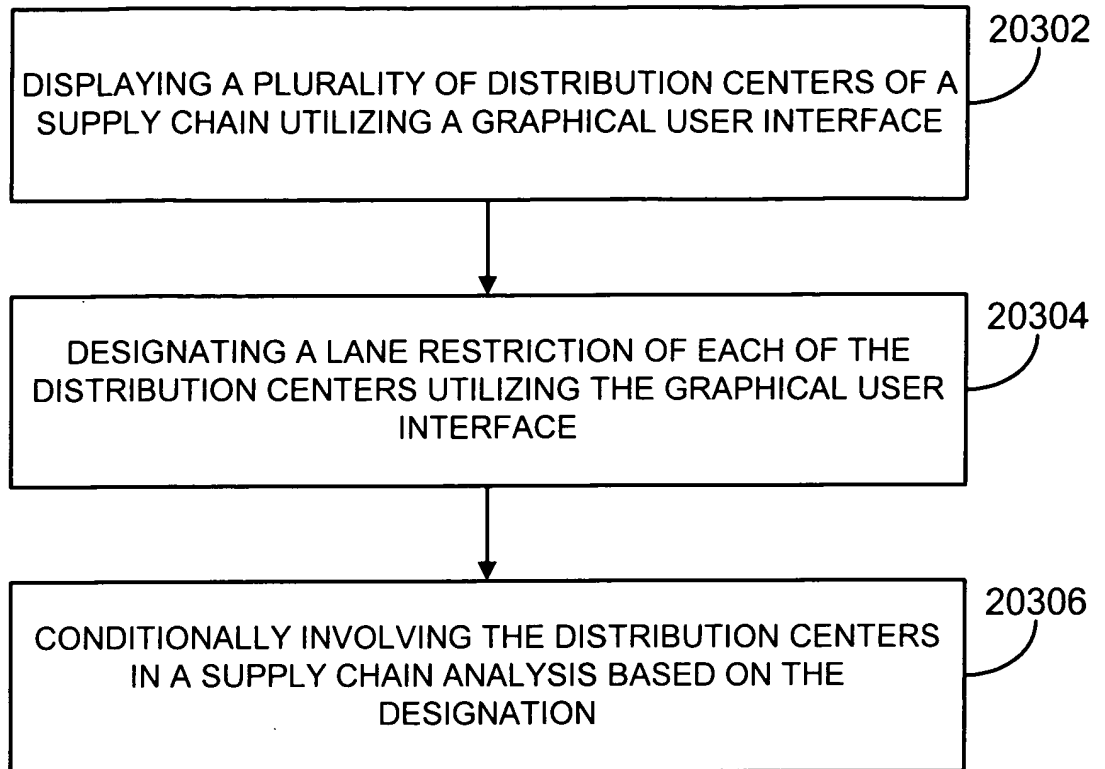


FIG. 203

20400

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NE | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Truckload Freight | Lane Distance |
|-----------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | |
| AMERISERVEPOST-DENVER | 1,277 | |
| AMERISERVEPOST-SALT LAKE UT | 691 | |

FIG. 204

20500

| Supplier FOB | | Address | |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR | 72633 |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72801 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 3,000 LBS | 3,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA | 15,000 | | | | | 1.10 | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1.20 | |

FIG. 205

20600

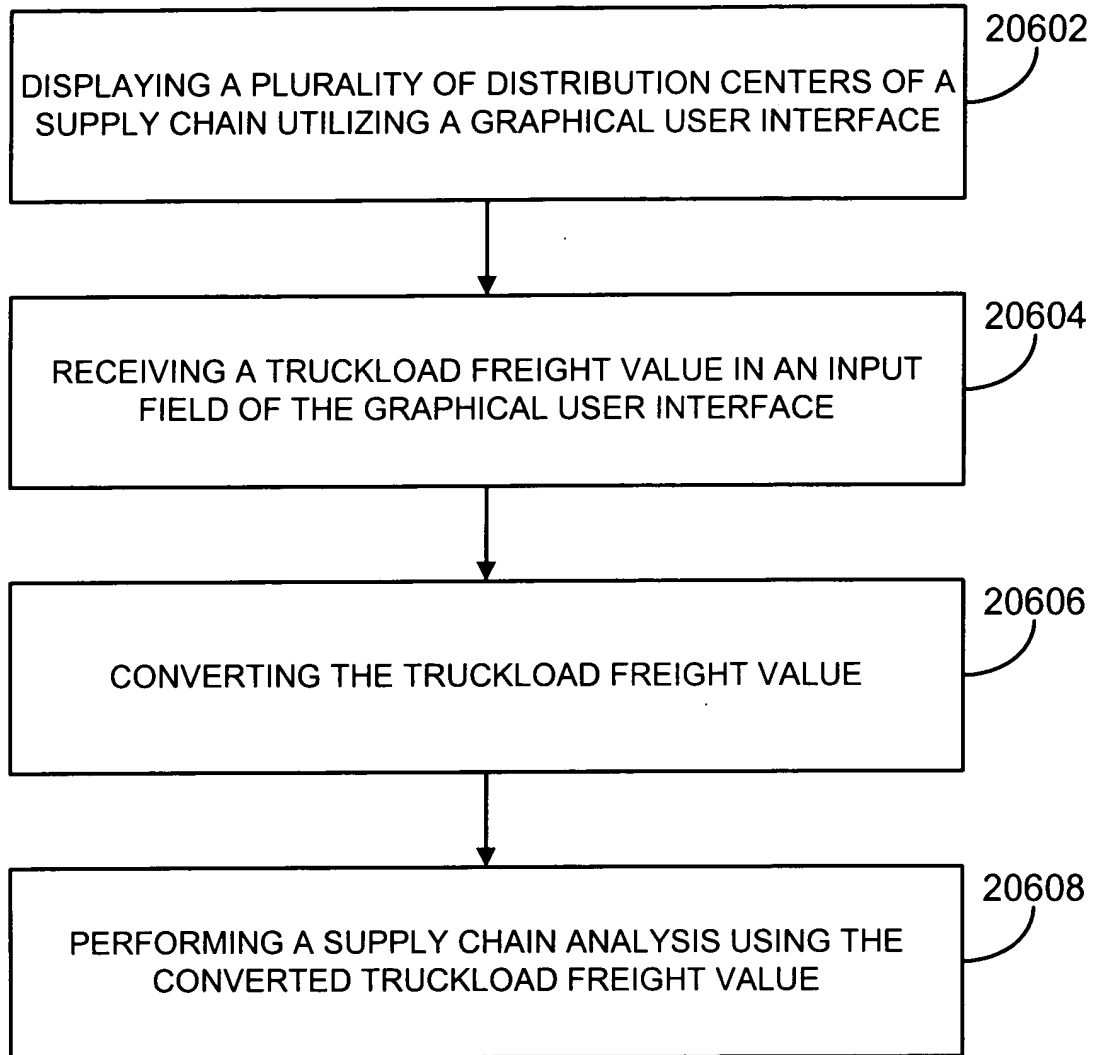


FIG. 206

| | |
|--------------------------------|---|
| Analyst Region | Force FOB |
| MCCABE-PORTLAND/RMWV-ANCHORAGE | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| | |
|-------------------------------|-----------------------|
| Distribution Center Name | Site Role |
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE | Corporate & FOB Point |

FIG. 207

20800

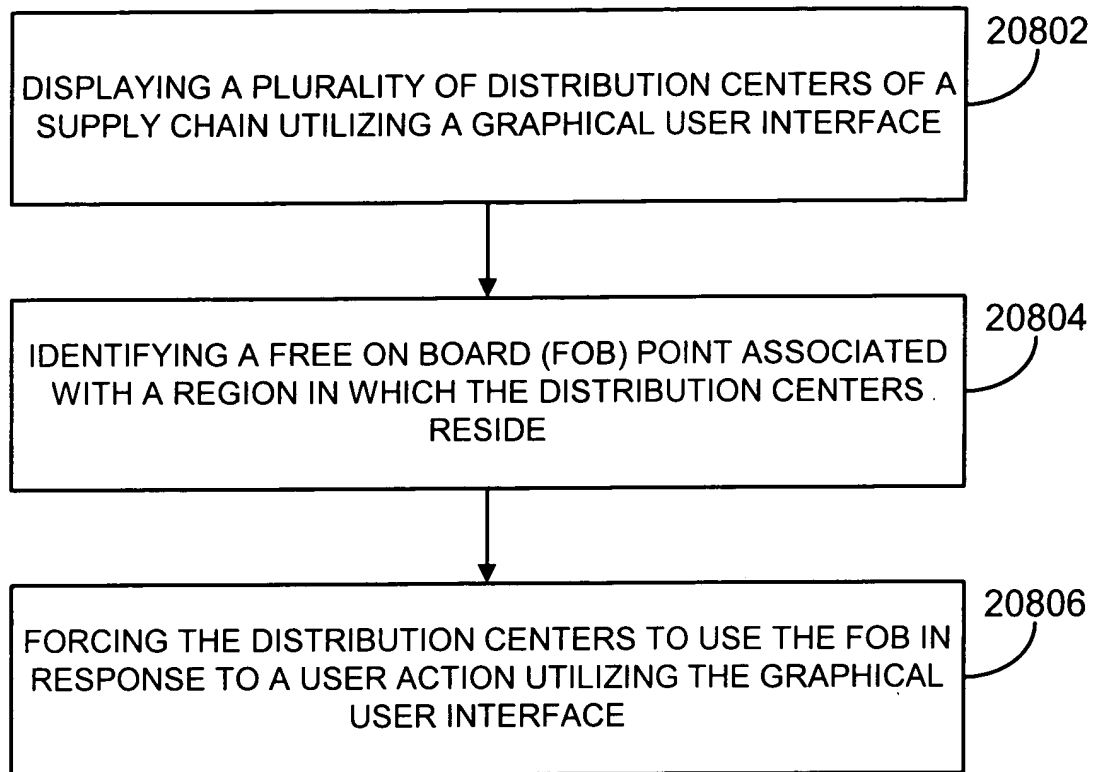


FIG. 208

20900



FIG. 209

21000

Report Selection

Report Type:

Report Name:

Report Parameters:

Supplier:

Supplier FOB:

Distribution Center:

Version:

| | |
|---|--|
| Freight Information Provided | |
| Freight Information Provided | |
| LTL Routing Grid By Lane | |
| Routing Results By Lane | |
| Routing Results By Lane, Item | |
| Routing Results w/ RDC Breakout By Lane | |
| Routing Results w/ RDC Breakout By Lane, Item | |
| TL Freight Variance Analysis | |

FIG. 210

21100

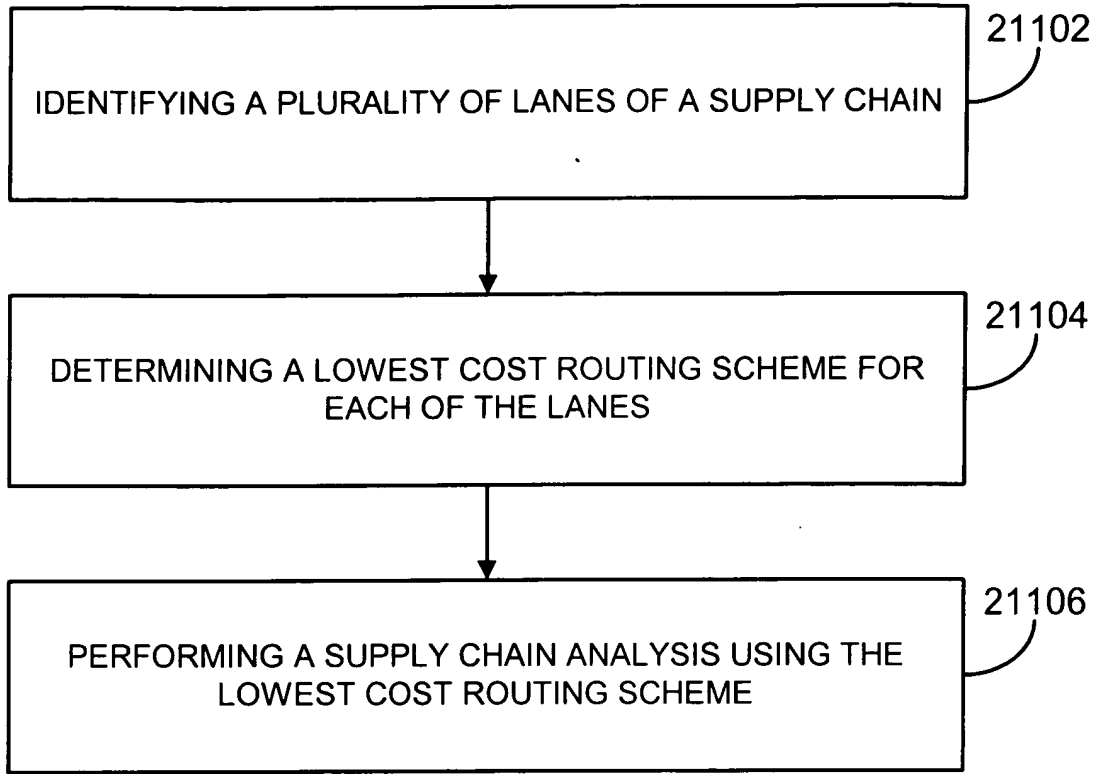


FIG. 211

21200

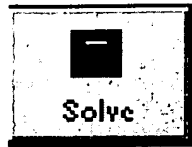


FIG. 212

21300

21302

A dialog box titled "Report Selection". It has two main sections. The top section has a "Report Type:" label and a dropdown menu. The bottom section has a "Report Name:" label and a text input field. Below the input field are five empty rows, each with a small square icon on the right. At the bottom right is a "Solve" button.

Report Selection

Report Type:

Awarded Volume

Awarded Volume

Comparison Reports

Cost Matrix Preview

Optimal Product Routing

Tab Reports

Report Name:

Awarded Volume by Item - Detail

ew Capacity & Prices

Solve

FIG. 213

21400

Awarded Volume by Item - Detail
 Awarded Volume by Item - Detail
 Awarded Volume by Item - Freight
 Awarded Volume by Item - Summary
 Competing DC Freight Analysis by Item
 Lane Assignment Matrix
 Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
 Assigned Volume Percentages (with conversion)
 Invoice FOB Detail Comparison (no conversion)
 Invoice FOB Detail Comparison (with conversion)
 Invoice FOB Savings Comparison (no conversion)
 Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

| | |
|--------------------|---|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

| |
|---|
| Report Name: |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions: Base version
With LTL riding with CCF, forced TL
LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

FIG. 218

22000

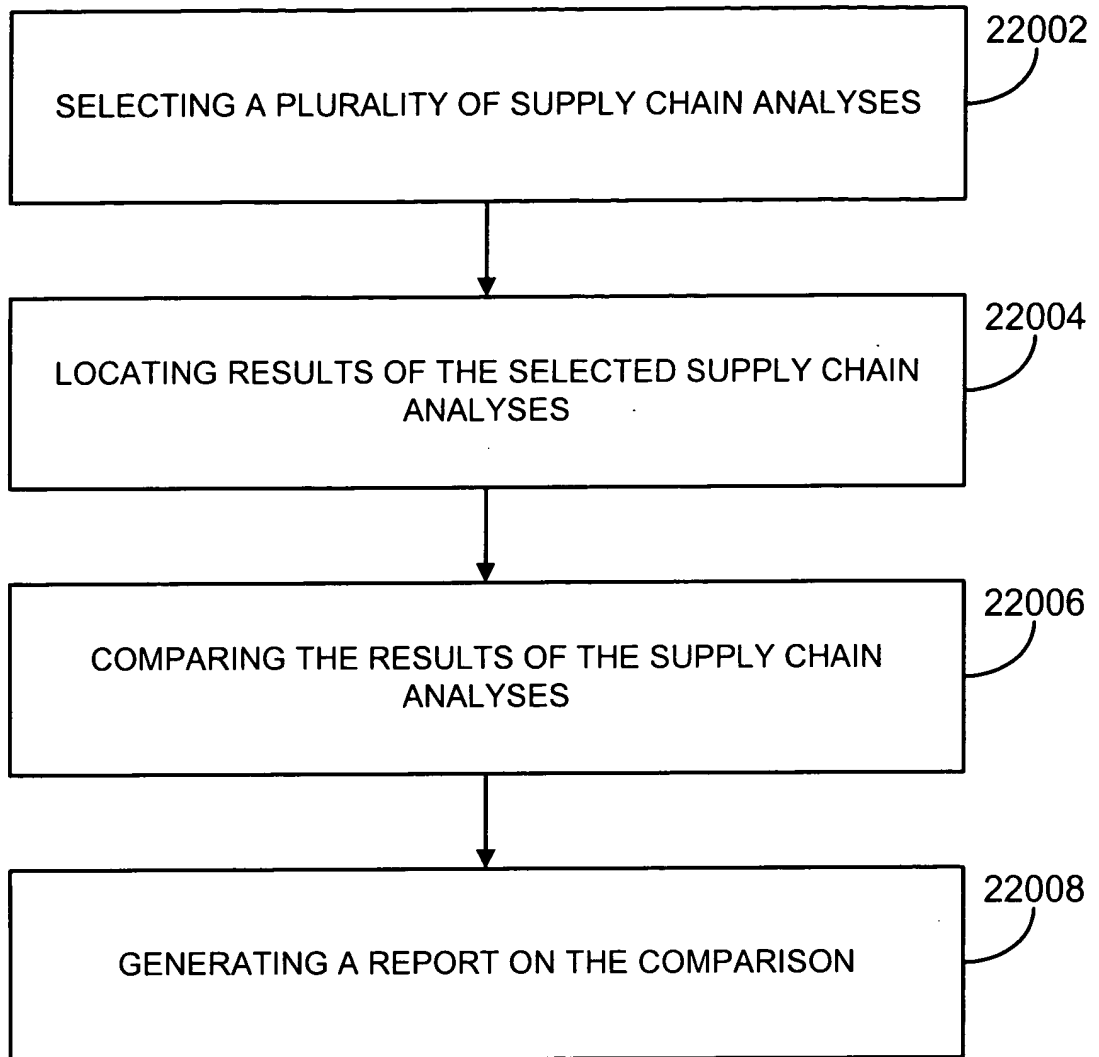


FIG. 220

22100

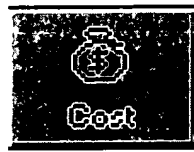


FIG. 221

22200

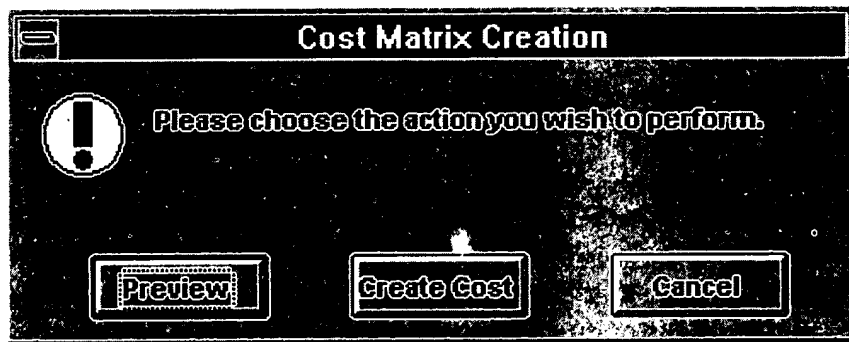


FIG. 222

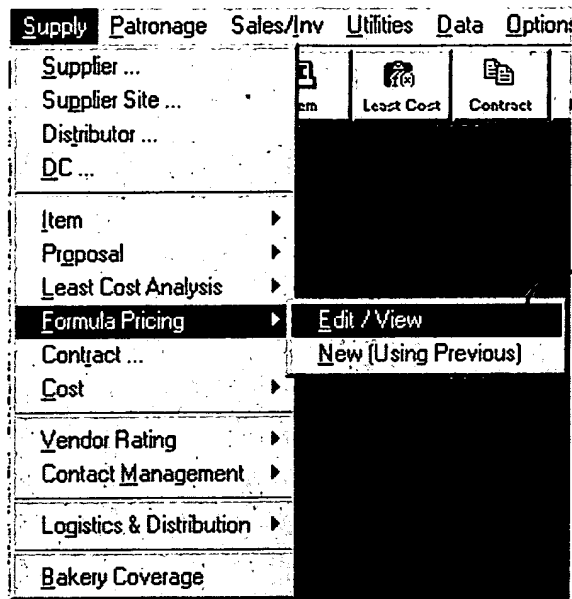


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | |
|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|--|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | | | | | | | | |
| Date | FRSH DOM 50% TRIM | FRSH DOM 55% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 80% LEAN | FRSH DOM 85% LEAN | FRSH DOM 90% LEAN BL | FRSH DOM 90% LEAN | FRSH DOM 90% LEAN YW | FRZN DOM 90% LEAN BL | IMP AUS 90% LEAN | Lean Fine Tstr Beef | |
| 03/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7960 | |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 | |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 | |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 | |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 | |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 | |
| 03/31/98 | 0.8860 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 | |
| 04/01/98 | 0.8700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.8840 | |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 | |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 | |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 | |

FIG. 225

22600

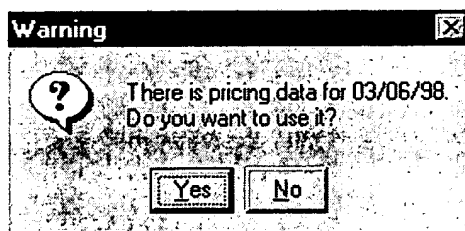


FIG. 226

22700

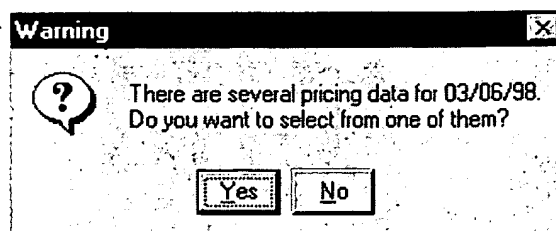


FIG. 227

22800

Formula Pricing Selection

| Pricing ID | Calc. Date | Description |
|------------|------------|----------------------|
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

| Supplier FOB | Address |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |

| Material Type | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

23000

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | | | | | |
|---|--------|--------|---------|--------|--------|---------|--------|--------|----------|--------|--------|------------|------|------|-------------|------|--------|
| General Info | | | Pricing | | | Freight | | | Formulas | | | Block Cost | | | Adjustments | | |
| Formula | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Total |
| AFS-1 | 0.3120 | 0.2871 | | | | | | | | | | | | | | | 0.9949 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | | | | | | | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | | | | | | | | | 0.9866 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 | | | | | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | | | | | | | 0.9684 |
| TEX-1 | 0.3090 | 0.2766 | | | | | | | | | | | | | | | 0.9916 |
| WHI-1 | 0.3250 | 0.2958 | | | | | | | | | | | | | | | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | | | | | | | 1.0018 |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|---|-------------------|---------|------------|----------|------------|-------------------------------------|
| General Info | | Pricing | Freight | Formulas | Block Cost | Adjustments |
| Formula | Raw Material Cost | Yield % | Block Cost | Margin | FOB Price | Include? |
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | <input checked="" type="checkbox"/> |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | <input checked="" type="checkbox"/> |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | <input checked="" type="checkbox"/> |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | <input checked="" type="checkbox"/> |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | <input checked="" type="checkbox"/> |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | <input checked="" type="checkbox"/> |
| WHI-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | <input checked="" type="checkbox"/> |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | <input checked="" type="checkbox"/> |

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1669 | 0.1500 | 1.3292 |
| GS-1 | 0.9866 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge |

FIG. 232

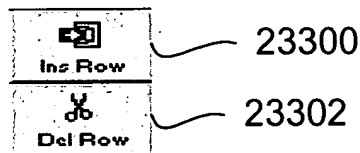


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance | | | |
|-------------------------|--------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | 100.0000% | |

FIG. 235

| Supply | Patronage | Sales/Inv | Utilities | Window | Help |
|--------------------------|-----------|-----------|-----------|--------|------|
| Supplier | | | | | |
| Supplier Site | | | | | |
| Distributor | | | | | |
| DC | | | | | |
| Item | | | | | |
| Proposal | | | | | |
| Least Cost Analysis | | | | | |
| Formula Pricing | | | | | |
| Contract | | | | | |
| Cost | | | | | |
| Vendor Rating | | | | | |
| Contact Management | | | | | |
| Logistics & Distribution | | | | | |
| Bakery Coverage | | | | | |

23600

FIG. 236